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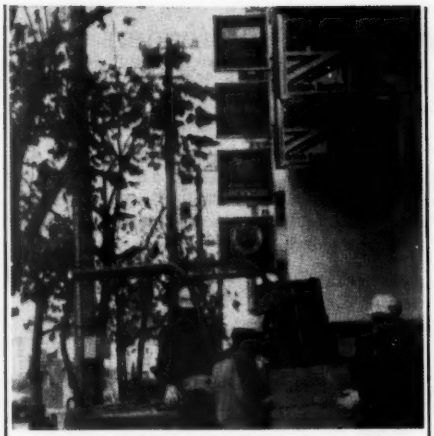
Trade and Industry

9 April 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection



This week *Trade and Industry* centres attention on Japan – the market British businessmen cannot afford to ignore. Peter Shore, Secretary of State for Trade, introduces a 32-page special report which also includes articles by marketing experts at home and abroad, some success stories from firms already trading in Japan, facts and figures about the country and an outline of trading prospects for a wide range of products. The cover photograph shows the British Exporting Marketing Centre, in Tokyo.

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Home News

The Budget 1976

'The Budget I am presenting today is likely to prove the most crucial of the present Parliament,' said Denis Healey, Chancellor of the Exchequer, on 6 April. 'On the one hand it must ensure that we consolidate and extend the gains we have made in the past year. On the other hand it must prescribe the course for the fastest possible return of Britain to full employment and external balance during what is now universally recognised to be a period of world recovery. This is above all a Budget about jobs and about inflation, which is the main threat to jobs in Britain today.'

Economic review

In his economic review the Chancellor reminded Parliament that when he presented his last Budget, the world economy was in the trough of the deepest recession since the war. In the first half of last year the gross national product of the eight largest OECD countries outside the UK fell by 5 per cent at an annual rate, and world trade fell by even more – around 14 per cent at an annual rate.

The UK recession had also been very severe, the fall in exports and destocking being prominent in the decline. Unemployment rose rapidly in consequence, reaching 1.2 million at the beginning of 1976. Other countries suffered a similar experience. Towards the end of 1975, however, a moderate recovery started, with exports doing well and destocking falling back.

Turning to the balance of payments, the Chancellor reported that the current account deficit in 1975 was £1,700 million, under half the total for 1974.

'This improvement was due partly to a favourable change in import volumes relative to export volumes and partly to an improvement in the terms of trade,' he said.

Relative to GDP the improvement in the balance of payments is even more striking. In 1974 the current account deficit was over 5 per cent of GDP. In 1975 it fell to a little under 2 per cent. 'I believe that we will be able to hold on to this improvement in 1976, despite the upswing in home demand.'

For the future the stance of monetary policy would remain unchanged. Industrial requirements for finance must not be crowded out by demands of other sectors, nor must money supply be allowed to fuel inflation. The aim is that growth of money supply should be consistent with plans for the growth of demand expressed in current prices. If this aim were not being achieved then the Chancellor would 'be ready to use the appropriate mix of policies – not just monetary policy – to redress the situation'. GDP in current prices and M3 are expected to come more into line with each other in 1976-77 in their respective growth rates.

Mr. Healey argued that the balance of payments constraint has only one answer: expansion based on exports and import substitution and not a general reflation of domestic demand. The constraint could only reliably be removed by better performance in manufacturing industry. Recent trends of exports and imports have been encouraging, he said, and we must be competitive in the widest sense as well as in terms of prices. Some people had argued that manufactured imports would rise rapidly, much more rapidly than exports in the recovery. This, despite the contrary opinion of some economists, was unlikely to happen so long as the economy was not run at too high a pressure of demand. He rejected general import controls on domestic and international grounds.

Selective import controls on the other hand could have a valuable role in protecting industries whose survival was threatened.

'So far as industrial efficiency is concerned I am proposing a series of measures which I believe will encourage industry to maximise its output and productivity.

'So far as industrial costs are concerned, I am proposing two sets of measures – the first will take effect immediately, since I believe they will help to create a suitable climate for the coming discussions on the next wage round. But I shall ask Parliament to approve the second set of measures only when the TUC has made its recommendation on the new pay limit later in the summer.'

Industrial policies

The Budget proposals for industry are intended to help efficiency in manufacturing industry and its ability to meet the coming upturn in demand. The Government is pledged to provide 'an appropriate fiscal and economic environment for manufacturing industry so that it can finance the necessary increase in investment and obtain the manpower it will need during the recovery'.

The maintenance of a stable framework for business is necessary if industrial planning is not to be disrupted. Action is accordingly being taken to strengthen stability of the tax

Checklist of Budget measures affecting readers of 'Trade and Industry'

Stock relief continued in present form for two more years, pending a permanent scheme. Profits base for relief to be calculated after deduction of depreciation allowances. Size of profits deduction increased from 10 to 15 per cent.

Present system of capital allowances for fixed investment to continue in existing form. No extensions to commercial buildings.

No change in basic structure and rates of corporation tax.

Profit level for small companies preferential rate of corporation tax raised from £25,000 to £30,000. Limit for marginal relief increased from £40,000 to £50,000.

Abolition of Stamp Duty on transfers of fixed interest stocks, excluding convertible stocks.

Bank of England and Clearing Banks to discuss potential constraints, bank credit for industry, and remedies, eg refinance at the Bank of England of medium term loans by the Clearers.

Studies of counter cyclical investment schemes to be undertaken under NEDC Committee on Finance for Investment.

An extra £40 million allocated to selective industry investment schemes.

Temporary Employment Subsidy doubled to £20 a week. Date for applications extended to end-76 with payments continuing to end-77.

Community Industry Scheme extended.

No abolition of Vehicle Excise Duty.

Hire purchase restrictions on motor caravans to be removed, but restrictions on cars remain.

Higher rate VAT to be reduced to 12½ per cent.

To offset cut in higher rate VAT hydrocarbon oil duty on petrol to rise by 7½p a gallon producing a net increase of 1p a gallon. Tax on derv also to rise 7½p a gallon.

Taxes on tobacco raised and restructured to introduce an *ad valorem* element.

New powers for Inland Revenue to deal with tax evasion.

Curbing of tax avoidance on certain leasing partnerships.

Fringe benefits; initially these measures will apply only to directors and those earning over £5,000 pa.

a New system for assessing personal benefits of business cars, partial introduction 1977/78; full effect in 1978/1979.

b Benefit from low interest or interest-free loans, not eligible for tax relief on interest, to be taxable.

c Certain other fringe benefits to be taxed.

environment. There are three areas for action on corporation tax:

1 **Stock Relief.** Stock relief will continue and become permanent. There are to be consultations about the best form for a permanent change in the tax system covering stock relief. Meanwhile the present system is to continue in substantially its present form for 1975-76 and 1976-77.
However, to help firms investing in fixed assets, calculation of profits will for stock relief purposes be net of capital allowances. To meet the full year cost of £65 million involved in this, the profits deduction will rise from 10 to 15 per cent.
2 **Capital allowances.** The main structure of the present system of capital allowances for fixed investment will continue in its present form (excluding any necessary minor changes), as recommended by Sandilands. On grounds of cost there will be no extension to commercial buildings.
3 **Corporation tax.** No change is proposed in the structure or in rate of corporation tax, excepting an increase in the profit level at which smaller companies qualify for preferential rate.
But 'the continuation of stock relief and the present system of capital allowances means that substantially the whole of any profits which a manufacturing company re-invests in its business, whether in fixed or in working capital, will effectively be relieved from corporation tax'.

Finance for Investment. The Government is also concerned to ensure a sufficient and appropriate supply of investment finance for the recovery. There are five principal areas in which action is proposed:

1 Stamp duty on transfers of fixed interest stocks, excluding convertible stocks, will be abolished from 1 May, at full year cost of £10 million.
2 The Clearing Banks still have medium-term funds available for commitment, but conceivably in the longer term their availability might be limited by prudential considerations. The Bank of England and the London and Scottish Clearing Banks are to explore this prospect, how much of a problem this is likely to be, and possible means of alleviating it such as by providing refinancing facilities.
3 Studies of the feasibility of counter-cyclical schemes are to be undertaken immediately by the new NEDC Committee on Finance for Investment. Counter-cyclical schemes have their difficulties, and finance is in any case not the most important factor in investment; but if an effective counter-cyclical scheme can be devised then it could be an important element in the longer term strategy.
4 A total of £285 million has been allocated to accelerated projects and industry schemes under Section 8 of the Industry Act. A further £40 million is now allocated for industry schemes, with drawings likely to start early in 1977.
5 The present Price Code expires at the end of July. Discussions are to take place on changes in the Code. The Government will take full account of the needs of industry, and in particular, of the need to allow a sufficient recovery of profits to encourage the new investment and related new jobs.

There are a number of tax instruments which affect particular sectors of industry. Giving priority to manufacturing industry may involve forgoing changes – which might otherwise have been desirable – if they are likely to damage the prospects of big sectors.

Vehicle Excise Duty (VED)
The idea of abolishing VED on passenger cars and raising petrol tax correspondingly, has looked increasingly attractive. But the switch to smaller cars that this would encourage would create problems for the domestic car industry, and would further stimulate imports, with consequential loss of jobs. VED will therefore be retained.

HP restrictions on cars
Dropping the HP restrictions on cars would also stimulate imports. Restrictions will remain in force; for motor caravans in particular these objections do not hold, and HP restrictions are accordingly abolished.

Higher rate VAT
Under present circumstances the 25 per cent rate is too high. But big revenue loss which would result from complete abolition of the higher rate would have to be covered by a rise in standard rate, which would put up prices of many everyday items purchased by ordinary working people and pensioners.
The higher rate will be reduced to 12½ per cent, at full year cost of £175 million (excluding petrol). This will give help to some hard pressed sectors of industry including many small businesses eg those servicing electrical appliances. The arithmetic for retailers will be based on a simple fraction, one-ninth of the tax-inclusive price.

Petrol Tax
Since petrol bears higher rate VAT its price to the motorist would drop with the reduction in the rate. To prevent this, and to increase further the incentive for fuel economy, hydrocarbon oil duty on road fuel will rise by 7½p a gallon, implying about 1p more on a gallon of petrol. The tax on derv will also rise 7½p a gallon.
These changes bring in a net £265 million in a full year.

Miscellaneous tax changes

There will be modest increases in excise duties on alcoholic drink and tobacco; because of inflation the impact of these specific duties has been falling as a proportion of selling price.

A number of miscellaneous tax changes will also be introduced:

The Inland Revenue are to be given additional powers to enable them to uncover evasion more effectively. Powers to require production of documents for inspection will be strengthened.
Where artificial leasing arrangements are entered into for tax avoidance purposes by certain kinds of partnership the 100 per cent first year allowance for capital investment will not apply. Relief will be allowable only against the rental income.
Following a review of legislation on fringe benefits a number of changes are to be made, applying for the time being only to directors and to employers earning over £5,000 a year.
A new scale system of assessing the benefit derived by use of company cars for non-business purposes will be introduced from 1977-78, and be phased in over two years.
The benefit of low interest, or interest free, loans will be taxable, except where the interest would be eligible for tax relief. For example, loans for share purchases, or for school fees, will be taxable to the full extent of remission of interest.
These, and other changes, will in general take effect from 1977-78.
A number of changes in capital transfer tax are to be made, many with retrospective effect.
Amongst them will be a new business relief, applying from 6 April, reducing the value transferred by 30 per cent for transfer of a sole proprietor or partnership business, or controlling shareholding in an unquoted company. Dealers in land and shares are to be excluded: farmers are included, but full-time working farmers will still be able to claim instead the special relief in respect of his land, if this is advantageous. The new business relief will substantially lighten the burden on transfer of businesses, particularly for small firms, and help to generate confidence for expansion.
The present multiplier relief for full-time working farmers is to be changed to an equivalent 50 per cent reduction analogous to the new business relief.
The annual amount which can be given away in life tax free after using up other exemptions will be increased from £1,000 to £2,000.
Indexation of capital gains tax would provide an insulation against inflation for people facing capital gains tax which has not been enjoyed by income tax payers. There will, therefore, be no change in the structure of the tax, but the total disposals which can be made annually without charge will rise by £500 to £1,000, with effect from 1975-76, at a cost of £¾ million in a full year.
There have been suggestions that company exchange losses on foreign currency loans should rank for tax relief. A decision will be announced in the 1977 Budget, after consultations.

Public expenditure – the White Paper policies

The need to leave room in the economy for export and investment growth means limiting the demands of the public sector. The public expenditure White Paper showed that over the medium term the Government aims to stabilise total public expenditure at about the level reached in this financial year. This meant painful decisions but the Government is determined to stick to them; the extension of cash limits will help it do so.

The cost of the new industrial measures and of the social security provisions will be met within the planned public expenditure White Paper totals for 1976-77 and subsequent years.

White Paper on cash limits

Details of the cash limits for the coming financial year, 1976-77, are published in a White Paper 'Cash Limits on Public Expenditure' (Cmnd. 6440).

The Government announced its intention of making extensive use of cash limits in 1976-77 last July in the White Paper 'The Attack on Inflation' (Cmnd. 6151). Cash limits are being applied to public spending in areas where they can impose greater financial discipline and precision. They are an important part of the government's policy for reducing inflation.

Central government expenditure

Cash limits will apply to about three-quarters of voted expenditure (Supply Expenditure), other than social security benefits, in 1976-77. The main exclusions are those services where, once policy and rates of payment have been determined, cash spending in the short term depends on factors outside the government's direct control – eg social security benefits, expenditure on family practitioner services, agricultural support and some form of regional assistance.

Items subject to cash limits are grouped into control blocks. The cash limits for each block of central government expenditure are shown in Table 1 of the White Paper.

Local authority expenditure

Central government does not have the power to control local authority current expenditure directly. Cash limits are therefore being placed on the financial assistance given to local authorities by central government through rate support grants and supplementary grants.

Nationalised industries

The nationalised industries are major trading bodies, and it is their net borrowing requirement and not their capital investment which have a direct impact on the public sector borrowing requirement. Therefore cash control will be related to estimates of their financing needs to be met by loans, grants and public dividend capital. Table 13 of the Financial Statement and Budget Report gives these estimates for each of the nationalised industries for 1976-77. There will be monthly monitoring of the industries' financing requirements. However the limits cannot be immutable because, like private sector companies, the industries' financing requirements depend on trading conditions.

Borrowing during 1976-77 by the regional water authorities will be subject to similar arrangements. Table 12 of the Financial Statement and Budget Report contains the relevant estimate of their borrowing requirement.

Calculation and operation of cash limits

The cash limits take account of the planned volume of expenditure shown in the public expenditure White Paper (Cmnd. 6393) and also allow for increases in prices and incomes consistent with the policy in the White Paper 'The Attack on Inflation' (Cmnd. 6151). Once fixed, the limits will not normally be revised during the course of the year unless specific policy decisions are taken to change the level of provision of a particular service.

Paragraph 19 of the White Paper states:

> Cash limits will require spending departments and authorities, in managing their expenditure, to provide within these limits for any increase in costs due to pay and price increases. 1976-77 is the first year in which such an extensive use is to be made of cash limits, and it will be necessary to take account of any unforeseen difficulties which may be experienced. If the rate of inflation were to turn out substantially higher or lower than that which has been allowed for, the Government would have to take stock of the position in the light of all the circumstances at the time. Spending departments will not be able to rely, as they have in the past, on supplementary provision if this would take their total provision for the year beyond the cash limit.

The Government has given an undertaking to publish figures of actual expenditure for each cash limit shortly after the end of the financial year.

Hire purchase and hiring controls: motor caravans

Hire purchase and hiring controls on motor caravans (ie vehicles primarily constructed or adapted to provide sleeping accommodation for not less than two persons and having permanently installed equipment for the cooking and consumption of food and for domestic washing) are abolished by two Orders* published on 6 April by the Department of Prices and Consumer Protection. The Orders came into force on Wednesday 7 April 1976.

Copies of the Orders can be obtained from HM Stationery Office, 49 High Holborn, London WC1 and branches, or by post from HM Stationery Office, PO Box 569, London SE1

The Hire Purchase and Credit Sale Agreements (Control) Order 1973 as amended (1973 No. 2129 amended by SI 1974 No. 1868, 1975 No. 711 and 1975 No. 2139) and the Control of Hiring Order 1973 (SI 1973 No. 2130 as amended by SI 1975 No. 712 and 1975 No. 2140) were introduced in December 1973.

The hire purchase controls require a specfied minimum deposit to be paid in advance and the balance to be paid over a specified period in all hire purchase contracts for certain goods. The hiring controls require an advance rental payment relating to a specified period to be paid before a hiring agreement is entered into for certain goods.

Various changes have been made in the Orders since their introduction in December 1973 and the last change, in December 1975 removed caravans of the trailer variety from the list of goods so controlled. Motor caravans were, however, left within the Order as part of the 'Motor Vehicles' category; as such a deposit of 33⅓ per cent with the balance to be paid over 24 months was required in hire purchase transactions, and an advance rental of 42 weeks was required in hiring transactions. Motor caravans are now removed from both Orders; the amount of deposit and the period for payment of the balance in hire purchase transactions and the payment of an advance rental in hiring transactions will no longer be controlled.

Trade inquiries relating to the Hire Purchase and Hiring Orders should be directed to the Department of Prices and Consumer Protection, Prices, Policy and Consumer Credit Division, Parliament Square House, 34/36 Parliament Street, London SW1, tel. 01-212 5715.

* The Hire Purchase and Credit Sale Agreements (Control) (Amendment) Order 1976 (SI No. 1976/544) and the Control of Hiring (Amendment) Order 1976 (SI No. 1976/545).

Reduction in the higher rate of Value Added Tax and increases in excise duties: Price Code

The price of certain goods and services will be changed as a result of the reduction in the higher rate of VAT and the increased excise duties announced by the Chancellor of the Exchequer in the Budget.

The effect of these changes is as follows:

VAT: The reduction must be reflected in prices charged from 12 April, the operative date. The Price Code generally prohibits shops from repricing goods but these restrictions do not apply to price reductions.

Excise duties: The increases should not be applied to goods already in stock and which did not bear the new rates of duty.

The provisions of the Price Code ensure that indirect tax reductions are reflected fully in prices, and that price increases are limited to the cash amount of the increase in indirect taxes.

Distributors need not apply the precise amount of any change in indirect taxation to the goods bearing the tax – primarily because the smallest coin is ½p. But the average change, allowing for the pattern of sales, must reflect the overall amount of the change.

Category I and II firms, normally required to pre-notify any price increases to the Price Commission, need not pre-notify price increases which reflect solely the cash value of indirect tax increases.

Good start for ferrous foundry scheme

Since the announcement last August of the scheme to encourage modernisation of the ferrous foundry industry, the Department of Industry has dealt with 32 applications under the scheme and has approved assistance totalling £4.41 million to 21 companies towards investment at 23 locations.

Capital cost and assistance

The total capital costs of these projects is £19,052,000. Expenditure may be grouped under the following broad headings:

	£	% of total
a Melting plant	5,145,000	27.0
b Moulding and sand handling	6,226,000	32.7
c Fettling and other finishing castings	1,090,000	5.7
d Environmental control	443,000	2.3
e Miscellaneous (including heat treatment plant) within the foundry	4,111,000	21.6
f Buildings	2,037,000	10.7
Total	19,052,000	

The capital costs of individual projects range from £28,000 to £5.2 million. In some cases expenditure is planned on each of the major categories a, b, and c, but at eight foundry locations only one is involved. The balance of total project expenditure between equipment and buildings reflects the earlier expectation that very substantial improvements can be carried out in existing or only slightly modified buildings. Of the total assistance approved, £4.14 million is for equipment and £0.27 million for buildings.

Capacity and productive efficiency

The present levels of employment at the 23 foundries are:

up to 50	3
51-200	9
201-500	6
501-1,000	3
over 1,000	2

Most of the proposed changes of capacity expressed in tonnage terms that will result from these projects are between 0 per cent and 20 per cent, though it exceeds 50 per cent in some specialised fields. There is a clear emphasis on expenditure to remove bottlenecks. In all cases higher quality products, increased productive efficiency and improved profitability are expected.

Markets

The markets covered by these foundries are wide, and include many of the sectors which have suffered shortages during periods of high demand. Those expected to benefit directly include diesel engine components, machine tool castings, heavy machinery, valves and equipment for the iron and steel industry.

Timing of projects

Expenditure on 15 of the projects is planned for completion before the end of 1977, but in some of the others the full benefits will only accrue by 1980.

Manpower implications

The estimated changes in employment which will result from the proposed investments vary considerably and range from a decrease of 9 per cent to increases of over 30 per cent. In two cases reductions are forecast, and in six there will be no change, though retraining will be needed; the rest will require increases, mostly less than 30 per cent although this is exceeded in three cases. Most projects show a shift in the balance of types of employment between skilled, semi-skilled and unskilled, but no overall pattern has emerged. In most cases where there will be an increase in manpower, a much larger increase in productivity and in added value of castings to be produced is forecast.

Working conditions

In all schemes there is a measure, in some cases substantial, of improvement in working conditions, for example from the adoption of electric melting. Improved moulding and sand handling systems will be particularly effective, and provision in nine for improved fettling arrangements will similarly have a beneficial effect on working environment. In visits to the foundries, officials have seen the present conditions and have noted the scope for improvements which should follow from the proposed capital expenditures.

Rationalisation

None of the schemes involves any major rationalisation between companies, though in five cases there is a plan to rationalise production between foundry locations within a company or group.

Iron and Steel (Amendment) Bill

The Iron and Steel (Amendment) Bill, published on 1 April, provides for an increase of £1,000 million in the statutory limit on the amounts of money which can be borrowed by the British Steel Corporation together with its wholly owned subsidiaries and invested in the Corporation by way of public dividend capital. The Bill also provides for another subsequent increase of £1,000 million to be made by Statutory Order. An increase is required now to enable BSC to continue with its programme of development and modernisation at a time when its own generated funds have been severely curtailed by the recession which has occurred in demand for steel.

Clauses 3 to 5 of the Bill seek to amend the borrowing powers of the publicly-owned companies (in effect BSC's wholly-owned subsidiaries registered in the UK), and of the Corporation itself. The purpose of these changes is to increase the flexibility of financing arrangements within the group by removing restrictions which are unnecessary in the context of BSC's present and planned group structure.

Clause 6 of the Bill updates the requirements relating to the form of BSC's accounts to reflect present needs.

The maximum borrowing limit of £4,000 million provided for in the Bill is expected to last up to three years. The Government judges that the provision of finance is justified in view of BSC's medium-term prospects, and is making public dividend capital available in a proportion of 55 per cent to the BSC's total requirement for additional finance, other than short-term. BSC obtains the balance of its finance from the National Loans Fund, from short-term borrowing in the UK and from borrowing overseas.

Go-ahead given for Selby coalfield

Planning permission has been granted for the mining of coal under an area of 110 square miles near Selby, North Yorkshire. In granting permission, Anthony Crosland, Secretary of State for the Environment, has stated that the proposed mine and underground workings are necessary to the national interest. He has, however, made the permission subject to various conditions relating to limitation of subsidence and to provision of flood protection in this low-lying agricultural area; and to mitigation of effects on the general environment.

A public inquiry was held in April-June 1975 into the National Coal Board's applications to extract coal from the Barnsley Seam at Selby.

When the mine is fully operative in about nine years' time it will produce 10 million tonnes of coal annually and employ 4,000 men. It will have a total life of about 40 years. The NCB have given assurances that there will be no waste tips: any waste, together with spoil from the drift mine and other construction, will be used for landscaping or raising the river banks.

Chrysler UK – Government nominated director appointed

Eric Varley, Secretary of State for Industry, said in Parliament on 5 April in answer to a parliamentary question from Dr. J. Dickson Mabon (Greenock and Port Glasgow):

'I have nominated Mr. Claude Birch as one of the two Government-nominated directors to serve on the board of Chrysler United Kingdom until December 31, 1979. I am pleased to say that the board have approved this appointment. I hope to nominate the other director fairly shortly.'

New Companies House opens in Cardiff

The new Companies Registration Office opened for business in its new home at Cardiff on Monday, 5 April.

The opening of the office in Crown Way, Maindy, Cardiff, marks the latest stage in the £7 million programme to modernise Companies House. It was decided in 1971 to computerise and microfilm the massive records of over half a million companies occupying 20 miles of shelf space. The existence of these systems allowed the decision to be taken in 1973 to move the bulk work of examination, filming and filing from London to Cardiff, while leaving a major search facility in London.

The new Cardiff office will handle the registration of new companies and changes to company names for England and Wales. The other operational aspects of the work of CRO will be moved to Cardiff during 1976.

The new building will include faster and more convenient search facilities and microfilm using speedily designed console readers of the same type as are being installed in the London reading rooms.

So far a staff of nearly 300 has been recruited in Cardiff, while 150 members of the existing staff will be moving to Cardiff as the changeover proceeds.

Improved London reading facilities

In London the finishing touches are being put to the first phase of the improved reading room facilities which will remain in the old CRO building in City Road. By the spring of 1977 when the whole conversion programme is completed 322 members of the public can be accommodated at similar microfilm reader units in greatly improved conditions.

Copies of the company records on microfilm will be held both in London and Cardiff, and except at peak times, it is expected that a visitor should receive his own personal copy of the microfilm within about 15 minutes.

The 20 miles of company files will be transferred from London to Cardiff in three batches, the first, covering the latest incorporations, in July, the next in December, and the final one next June.

Prevention of Fraud (Investments) Act 1958

Dealers in securities

The following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

Grosvenor Portfolio Management Ltd., 65 Grosvenor Street, London W1X 9DB.

Investment Intelligence Ltd., 15 Christopher Street, London EC2.

Canada Permanent AFI Ltd., 1/2 Finsbury Square, London EC2A 1AL.

Patmore (J. Patmore and Partners), Charles Richard Oven, 1/3 South Street, Epsom, Surrey.

Silbury Investments Management, add Janet Irene Curry, 696 Salisbury House, Finsbury Circus, London EC2.

Deletions:

Mapledale Securities Ltd., 20 Tanglewood Close, Upper Shirley Road, Croydon.

Jacobs, Kroll and Co. Ltd., 21 Pall Mall, London SW1.

Change of address:

Money Matters Ltd., 25/28 Charlotte Square, Edinburgh EE2 4EZ.

Exempted dealers

Change of address:

Industrial Mergers Ltd., 91 Waterloo Road, London SE1 8XP.

Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1975 Particulars of Dealers in Securities and of Unit Trusts

Group and/or name and address of management company	Name of scheme	Name and address of trustee
ADDITIONS		
Lawson Securities Ltd., 63 George Street, Edinburgh EH2 2JG	Lawson Raw Materials and General Unit Trust	Clydesdale Bank Ltd., 30 St. Vincent Place, Glasgow G1 2HL
M. & G. Securities Ltd., Three Quays, Tower Hill, London EC3R 6BQ	The M. & G. Commodity and General Fund	Coutts and Co., 15 Lombard Street, London EC3U 9AV
CHANGES		
DELETE		
Transatlantic and General Securities Co. Ltd., 91/99 New London Road, Chelmsford CM2 0PY	The Endeavour Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
	The Grantchester Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
	The London and Brussels Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
AND REPLACE BY		
Grieveson Management Co. Ltd., Barrington House, 59/67 Gresham Street, London EC2V 7JA	The Endeavour Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
	The Grantchester Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
	The London and Brussels Fund	Lloyds Bank Ltd., 71 Lombard Street, London EC3P 3BS
DELETE		
Hill Samuel Unit Trust Managers Ltd., PO Box 173, NLA Tower, 12-16 Addiscombe Road, Croydon CR9 6AL		
AND REPLACE BY		
Hill Samuel Unit Trust Managers Ltd., 100 Wood Street, London EC2P 2AJ		

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from

Her Majesty's Stationery Office, Wine Street, Bristol, BS1 2BQ

Amendments to Insurance Accounting Regulations

Regulations, published on 9 April 1976 will revise the basis on which the annual returns of insurance companies must be made to the Department of Trade.

The regulations will require insurance companies to provide annual returns which reflect the requirements of the latest Valuation of Assets Regulations – SI No. 87/76 the principal feature of which is the introduction of limits on the extent to which individual large assets may be taken into account, particularly in determining solvency. The new regulations come into operation on 1 May 1976 – at the same time as the asset valuation regulations – and apply to the annual returns of insurance companies for financial years ending on or after that date.

These regulations are of an interim nature but they are necessary to ensure that annual returns will reflect the full requirements of the Valuation of Assets Regulations 1976, which are due to come into operation on the same date. A complete revision of the accounting regulations is in course of preparation.

The present regulations have been worked out in consultation with the insurance industry and others concerned.

Notes

The new regulations, which have already been laid before Parliament, and are now available from HMSO, price 12p net, are the Insurance Companies (Accounts and Forms) (Amendment) Regulations 1976, SI 1976 No. 549.

The requirements for annual returns of insurance companies are currently governed by the Insurance Companies (Accounts and Forms) Regulations 1968 (SI 1408), as amended by the Insurance Companies (Accounts and Forms) (Amendment) Regulations 1975 (SI 1996/75).

The Insurance Companies (Valuation of Assets) Regulations 1976 (SI 87/76) replaced and extended the first asset valuation regulations, made in December 1974 (SI 2203/74).

New insurance regulations on disclosure

Regulations laid before Parliament on 8 April 1976 require disclosure by intermediaries in insurance transactions if they are connected in defined ways, with insurers whose policies they are recommending or if the recommended insurer is an overseas company which is not authorised to carry on the class of business concerned in Great Britain or Northern Ireland. They will come into force on 11 October 1976.

Persons who obtain their insurance policies through intermediaries frequently rely on the advice they receive without realising that the advice may be influenced by a special relationship or by an agreement or arrangement between the intermediary and the insurers; or without realising that the overseas insurer is not subject to supervision by the United Kingdom authorities. The purpose of the Regulations is to bring these matters into the open and to specify how their existence and terms should be made known to the prospective policyholder.

Regulations made in 1974 – SI 1974 No. 902 and SI 1974 No. 1051 – dealing with the particular case of intermediaries connected with, or offering policies on behalf of, 'unauthorised' overseas life offices are consolidated in the new ones, which will apply to both long-term and general insurance business carried on by insurers, and will require the disclosure of specified connections, whether or not the insurer is authorised to carry on insurance business in the UK.

The Regulations are intended to provide protection for private consumers and small businessmen normally resident in the UK. They will not impinge on contracts between insurers and major industrial, commercial, service or financial concerns; neither will they apply to industrial assurance business or to marine aviation and transport insurance business, or to reinsurance business; or to any insurance business effected with people not normally resident in the UK.

When the Regulations come into force insurance companies will have to comply with Section 18(2) of the Insurance Companies Act 1974. This requires a company to include in its annual return a statement of the names of any persons, who, during the period to which the return relates, were connected with the company in the manner defined in the Regulations. Returns for financial years ending on or after (11 October 1976) will, therefore, have to comply with this requirement. In accordance with Section 55 of the Insurance Companies Act 1974 the statement will be placed on the company's public file and will therefore be open to inspection.

Copies of the new Regulations (SI 1976 No. 521) are available from HMSO at a price of 20p net (postage 6½p).

Air travel organisers' licences

The Civil Aviation Authority has published two lists of air travel organisers who for various reasons have not had their air travel organiser's licences renewed by 1 April 1976.

Thank you . . . .

to those many readers who kindly sent us their readership questionnaire immediately on receipt of last week's issue of *Trade and Industry*. We had a very good initial response and are still evaluating your comments.

. . . . but lest you forgot

we would still like to hear from those of you who were not able to reply last week. The questionnaire may still be bound into the last issue, but if not, ring us on 01-215 5021 and we will send a further copy.

List One

Travel organisers named on this list are those who have applied for their licences to be renewed but whose applications have not yet been granted. In some cases, the Authority has yet to reach a final decision: in others, the Authority has agreed to grant the application subject to the travel organiser renewing his bond, making his contribution to the Air Travel Reserve Fund, and completing certain formalities. Inclusion in this list does not necessarily mean that the Authority has doubts as to the travel organiser's financial resources.

	ATOL no.
AB and Sons (Travel) Ltd. t/a ABC Travel and Tours	489BC
Air Marketing International Ltd.	108D
Albionair Chartours Ltd.	409AD
Anglo Scottish American Group	201AB
Bestways Travel Services (London) Ltd.	442C
Beyond Travel Ltd. t/a Just Crete	719B
Chichester Travel Agency Ltd.	807B
Double A Travel Ltd.	887B
Dulwich Travel Ltd.	669B
Enterprise Travel Ltd.	615AB
Finlandia Travel Agency Ltd.	775B
Gala Air Holidays Ltd.	019B
German Student Travel Service Ltd.	317BC
Hannibal Tours Ltd. t/a Orpheus Holidays	703B
Hong Kong Touring Club Ltd.	865C
Keith Bailey & Co. (Travel) Ltd.	773B
Lynton Cooper Travel Ltd.	037B
Overseas Families and Friends Association	057A
Rainbow Travel Service Ltd.	736AB
Student Air Travel Association Charterers Ltd.	822C
Starvillas Ltd.	517B
Sundial Tours Ltd.	796B
Sunna Travels Ltd.	456ABCD
Tentrek Expeditions Ltd.	806B
Ulster Maple Leaf Club	412A
Villas Italia Ltd.	843B

List two

The following air travel organisers have not applied for renewal and therefore no longer hold a valid licence:

	ATOL no.
American Institute for Foreign Study (UK) Ltd.	751B
Dennis Maxton Walsh t/a Briggs and Hill	689B
Gower Travel Ltd.	227B
GUS (Tickets) Ltd. t/a GUS Travel Services	553ABCD
Presbyterian Fellowship	134A
Rosse and Maple Amity Club	047A
Scotts Travel (London) Ltd.	750B
School Travel (N. G. Cousins) Ltd.	226B
*Seasport Holidays Ltd.	468B
Standens Travel Ltd.	486B
Tee Mill Services Ltd.	161C

* This licence was revoked at the holder's request on 5 February 1975.

Office of Fair Trading's Second Report – over 400,000 consumer complaints analysed

Over 400,000 complaints made by UK consumers about goods or services were notified in 12 months to John Methven, Director General of Fair Trading. Mr. Methven's annual report for 1975* was published on 8 April.

These are the first full year's national figures produced by the Office of Fair Trading from information supplied by local consumer protection and advice agencies. Because the system was still being set up, the 1974 figures covered only nine months and were not nationwide.

Of the 406,845 complaints collated by OFT between October 1974 and September 1975 household appliances accounted for 74,239; while other significant figures of complaints about goods were:

Food and drink	42,974
Motor vehicles and accessories	41,628
Furniture and floor coverings	37,001
Footwear	21,992

High on the list of complaints about services were:

Public utilities and transport	11,626
Land, houses and construction	9,760
Professional services	6,615
Repairs and servicing of domestic electrical goods (except radio and television)	5,852
Repairs and servicing of motor vehicles	5,842

In Appendix Two the report relates the number of complaints in each category to the money spent on the goods or services concerned, and also analyses them to show how far they appear to be covered by existing criminal law.

The report shows that the OFT's Central Register of Convictions based on information provided by local authorities last year logged 1,385 prosecutions under the Trade Descriptions Act 1968, leading to the imposition of penalties totalling £138,960. The main offences proven under the Act were false trade descriptions of goods (837 cases), and false price offers (421).

Under the Food and Drugs Acts, there were 2,888 cases last year, with penalties amounting to £169,137 – the main offence being of supplying food not of the nature, substance or quality demanded (1,640 cases).

Cases brought under the Weights and Measures Act 1963 totalled 1,052 last year, with penalties totalling £55,629; short weight or measure cases contributing 571 to the prosecutions total.

Mergers investigations

OFT considered 157 mergers or proposed mergers last year and gave advice to Shirley Williams, Secretary of State for Prices and Consumer Protection. (This compared with 124 considered in the previous year.) As a result, the Secretary of State referred four cases to the Monopolies and Mergers Commission. The report comments: 'Statistics indicate that total merger activity declined considerably during the period covered by this report, compared with the peak levels reached in earlier years. However, this was not true of the more important mergers falling within the scope of the Fair Trading Act. The number of merger references made this year is only one less than the previous year's figure.'

How powers are working

In his introduction, John Methven says the second years of OFT's life has given the opportunity to see how its new powers are working in practice, to put resources behind those which have been shown to work successfully, and to seek to adapt, modify or turn away from methods which have proved cumbersome or ineffective.

'One area where I was determined to move warily concerned changes in the law,' writes Mr. Methven. 'I believe that proposals to change the law should be made only when absolutely necessary because I have increasingly realised that extension of the law is no automatic panacea for consumer problems. It is all too easy to suggest measures for consumer protection which are either impractical or prohibitively costly. It is no use hankering after wide criminal prohibitions which are unenforceable; and if new laws are made, there is still the problem of making sure that people know about them and understand them.

'On the other hand I have been greatly interested in the effect the References have had. They provided an opportunity for airing views held by shoppers, traders, Trading Standards Officers and the media concerning trading practices which seemed to be operating against the interests of consumers. Far more people are now aware, for example, that notices in shops which say things like "No money refunded" have no standing in law, and I have been told that far fewer of these notices are, in fact, displayed.'

The Director General says he has been very pleased at the success of his efforts to encourage trade associations to adopt voluntary codes of practice.

Improving the competitive situation

Just as the Office has encouraged trade and industry to improve by voluntary action the service given to consumers, so it has sometimes sought to improve the competitive situation by persuasion rather than by using all the powers of the Fair Trading Act. The report gives examples of restrictive agreements from which the objectionable features have been removed by negotiation between the Office and the parties, and of monopolists who have agreed to change their practices without the necessity for a formal and lengthy investigation by the Monopolies Commission.

He concludes: 'Over the whole area of the Office's activities, therefore, I would like to emphasise the importance I attach to securing improvements by negotiation whenever possible and, where it is necessary to use the statutory powers, to do so flexibly and not in any doctrinaire way.'

Trading practices

During 1975, the Director General – in a reference to the Consumer Protection Advisory Committee – suggested the making of an Order to control the practice of traders who, through the classified advertisement columns of newspapers, seek to sell goods without revealing that they are being sold in the course of business. Consumer and trade interests were also consulted about possible References on two other topics – bargain offer claims and the practice of quoting retail prices exclusive of tax. Comments on these proposals are now being studied.

Among other reviews undertaken during 1975 were studies of one-day sales, doorstep selling and party-plan selling. Not all of these are complete. In the case of doorstep selling, the Director General has decided, as a first step, to concentrate on the improvement of information to the public – and the OFT has issued a poster and a leaflet to warn householders against the unscrupulous doorstep seller.

Advertising

Throughout 1975, the OFT was in close touch with the advertising industry about various measures undertaken to strengthen the voluntary system of advertising control.

Voluntary codes of practice

Last year saw the adoption of the following voluntary codes of practice drawn up in consultation with the OFT:

English and Scottish Electricity Boards – on domestic electrical appliance servicing.

Scottish Motor Trade Association – on the sale of used cars.

Vehicle Builders and Repairers Association – on vehicle body repairs.

Society of Motor Manufacturers and Traders, Motor Agents Association and Scottish Motor Trade Association – on new and used car sales, servicing and repairs.

The Director General also gave his endorsement to the following schemes:

William Timpson Ltd – code on footwear sales

Leyland Cars – Supercover scheme.

Publishers of periodicals, national and local newspapers – schemes to compensate readers who sent pre-payments to mail-order firms which went into liquidation.

The effectiveness of codes of practice adopted in 1974 by the Association of Manufacturers of Domestic Electrical

* 'Office of Fair Trading – The Second Report – 1975' HMSO, Price £1.20p.

Appliances and the Association of British Travel Agents continues to be monitored. Last year, changes were agreed in the ABTA code to deal with the problems of hotel over-booking and surcharges.

Assurances

In 1975, the OFT investigated the activities of 41 companies. Assurances were given to the Director General by 18 individuals or companies that they would refrain from persisting in the practices which had caused consumer complaints or court actions. The Report adds: 'It it encouraging to note that no company or director appears to have been the subject of a substantive complaint after signing a formal assurance.'

Consumer credit

Last year was concentrated mainly on preparing for implementation of the bulk of the Consumer Credit Act 1974. Emphasis was placed on the need to consult and, during the year, nine consultation documents were widely issued. Senior officials of OFT visited financial institutions, trade associations, individual firms, Trading Standards Departments and Citizens' Advice Bureaux to learn at first hand about practical problems and to explain the Act's provisions.

Mergers

The year saw the first reference of a partial merger situation to the Commission – when a Swiss company, H. Weidmann AG, proposed to acquire and subsequently consolidate certain shareholdings held by other Swiss companies in a UK firm, BS and W Whiteley Ltd. The Commission found that, although there was a merger situation in progress, or contemplated, it might not be expected to operate against the public interest.

Monopolies

The Report shows that OFT's Monopolies and Mergers Division prepared two references – on petfoods and ceramic sanitaryware – for the Director General to submit to the Monopolies and Mergers Commission.

In addition, the Division undertook follow-up action on a range of goods and services which had been the subjects of Commission reports – plasterboard, batteries, household detergents, breakfast cereals, cross-Channel car ferries, contraceptive sheaths, petrol, colour film, metal containers, vehicle clutch mechanisms and cinema films.

Investigations were made into over 80 types of goods and services about which consumers, industrial or commercial users had complained or suggested monopoly references.

Restrictive trade practices

At the end of 1975, the number of restrictive trade agreements concerning goods on the OFT Register was 3,100 (compared with 2,996 at the end of 1974). The number of agreements which had been terminated – by court order, act of the parties, or otherwise – was 2,788 (2,684 at December 1974). The Director General can advise the Secretary of State that, in his opinion, the restrictions in some registered agreements are not of such significance as to call for investigation by the Restrictive Practices Court. Between November 1973, when he opened his Office, and the end of 1975, the Director General has made 32 such representations.

Unregistered agreements

The report draws attention to the disclosure during the year of unregistered restrictive agreements affecting the supply of telephone cables and bread. It reiterates Mr. Methven's warning, given a year ago, of the perils of failing to submit to the OFT particulars of registrable agreements within the allotted time. Describing this failure as 'a highly dangerous course', it points out that the court can make orders restraining the parties from operating any other agreement without furnishing particulars within the specified time, and that breach of such an order constitutes contempt of court. Moreover, those affected by such contraventions of the law may institute civil actions for damages.

'Investigation arising from information or complaints suggesting that undisclosed restrictive agreements are being operated is a continuing activity of the Division. It has become apparent from some of these investigations (eg into parallel pricing behaviour) that the practice of consultation or discussion between firms can, unless scrupulous care is exercised, develop into situations in which unwritten restrictive arrangements, to which the Acts apply, come into being and the dividing line between what is and what is not a registrable agreement is crossed.'

The Report adds that anyone in doubt should seek advice from lawyers or consult the OFT.

Also included in the publication are reports from the Monopolies and Mergers Commission and the Consumer Protection Advisory Committee.

Plasterboard: Monopolies Commission recommendation implemented

Major users of plasterboard will in future be able to receive supplies directly from the sole UK manufacturer BPB Industries Ltd., said Shirley Williams, Secretary of State for Prices and Consumer Protection, in the House of Commons on 31 March. This will result from an undertaking given by the company to implement the third recommendation contained in the Monopolies and Mergers Commission's report published in January 1974. She also revealed that, since the Commission's other recommendations were inconsistent with the Price Code in its present form, they would probably not come into effect until the early months of 1977.

Replying to a question from James Wellbeloved, (Erith and Crayford) Mrs. Williams said:

'On 22 January 1974, the then Minister for Trade and Consumer Affairs announced his acceptance in principle of the recommendations of the Monopolies and Mergers Commission contained in their report on the supply of plasterboard. Since then, the Director General of Fair Trading has been in discussion with BPB Industries Ltd. (BPB) to obtain from it undertakings as to the future conduct of the business which would give effect to the recommendations of the commission. BPB has fully co-operated in this task and has indicated that it would be prepared to give undertakings which would substantially implement the commission's report.

'I consider that the commission's recommendations were soundly based and that the carrying out of the undertakings offered by the company would be likely, in the long run, to make for a more competitive and efficient trading situation. However, the commission's recommendations that the company should abandon its system of uniform delivered prices would result in an immediate increase in prices in those areas of the country remote from production centres which would be inconsistent with the present Price Code. Given the over-riding importance of the Government's anti-inflation policy, I do not think that it would be desirable to implement that particular recommendation at the present time. Until it is implemented, it would not be practicable to bring into effect the commission's recommendation for customer collection. BPB has, however, agreed to implement forthwith the third recommendation of the commission relating to customer accounts.

'My intention is that a system of zonal prices for plasterboard will be introduced when the time comes for me to make other alterations in the operation of price controls. As I have already said on another occasion, I do not have in mind to make any fundamental changes in the present price policy before July. There will be further discussions with the company concerning the timetable for the introduction of the revised price system, and I foresee that the likely date will be in the early months of 1977.'

Notes

The reference on the supply of plasterboard was made on 4 September 1972 under Section 2 (1) of the Monopolies and Restrictive Practices (Inquiry and Control) Act of 1948 as amended by the Restrictive Trade Practices Act 1956, and the Monopolies and Mergers Act 1965. The transitional provisions of the Fair Trading Act 1973 enable the report to be dealt with under that Act.

The report was published on 22 January 1974. The commission found that monopoly conditions, as defined in the legislation in force when the report was submitted, prevailed in the supply of plasterboard, because one supplier, BPB Industries Ltd., had a total monopoly of the UK market. The commission did not consider that this company has abused its monopoly position but was critical of its distribution practices and its relations with its market. These had resulted from a rigid system of discounts and deliv-

eries and a policy of contact only through builders' merchants.

As remedies the commission recommended that BPB Industries Ltd. should:

1 Abandon its system of uniform delivered prices within the areas served by each of the depots or factories and substitute a differential price system which would take into account actual transport costs.
2 Allow collection by any user of plasterboard from the works at ex-works prices plus reasonable loading charges, subject to reasonable advance notice being given of date and time of collection of a specified minimum load.
3 Allow any user who wished to buy direct from the company to do so on the same terms as builders' merchants. This would be subject to similar conditions as to minimum load and to minimum annual purchase.

The undertaking which BPB has now given is aimed at implementing the commission's third recommendation. In order to qualify for the facility which BPB is making available, a customer will be called upon to furnish evidence that he had a requirement of at least 100,000m² of plasterboard in the previous year. The company will not be expected to supply plasterboard in quantities less than its normal load or to grant credit to any person where commercial prudence dictates otherwise.

This undertaking will help to bring BPB into closer contact with its main customers in the building industry and to remedy one of the practices which the commission found to operate against the public interest.

There is to be no action on the first and second of the commission's recommendations for the time being. The first, by increasing the price of plasterboard in certain areas of the country, would be inconsistent with the Price Code in its present form. And the second would be practicable only in conjunction with the first.

New vacuum circuit breaker

A new 'Hawkvac 24' 24kV vacuum circuit breaker under construction by South Wales Switchgear Ltd., Blackwood, Gwent, a Hawker Siddeley company. The unit rated at 1,250A for fault ratings up to 25kA, is being shown for the first time at the forthcoming Hanover Fair.

Economic Trends

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HMSO BOOKS

New regulations should mean safer household electrical equipment

Domestic electrical equipment should become safer as a result of regulations which came into force on 1 April.

The Electrical Equipment (Safety) Regulations 1975 – made by Alan Williams, Minister of State for Prices and Consumer Protection, on 12 August last year under the Consumer Protection Act 1961 – lay down comprehensive safety criteria for all equipment 'designed or suitable for domestic use (whether indoors or out of doors)' and offered for sale in Great Britain in the course of business. The sale or letting on hire of equipment which does not comply will be an offence.

The criteria specified in the regulations are as follows:

> In addition to having adequate basic or functional insulation, equipment will need either adequate additional or supplementary insulation or provision for earthing metal parts. Live parts must not be accessible without the use of tools. Moving parts must be enclosed or otherwise sufficiently guarded, as where practicable, must parts that get hot enough to cause injury. The generation of excessive heat and the emission to a dangerous degree of toxic gases or radiation of any kind is prohibited. Electric fires, toasters and other 'open heaters' with elements capable of being touched by hand must have all-pole switches. Safety instructions must appear on equipment or, if this is impracticable, must accompany it.

Except for certain exemptions, the regulations do not refer to published standards. The DPCP has, however, published administrative guidance listing standards that, in its opinion and in the light of the advice of the Advisory Committee on the safety of Household Electrical Equipment, afford the degree of safety required.

The regulations will apply to manufacturers and importers and will include second-hand equipment. They will be enforced by local Trading Standards Officers.

Following consultations with interested bodies amending Regulations are to be made shortly relating to such items as lampholders, the provision of cord anchorages, and the surface temperature of electric fires.

Notes

The amending regulations have the following effect:

As from 1 October 1976 (1 April 1977 for wholesalers and retailers) lampholders, whether sold separately or incorporated in lighting fittings, will have to be so designed that it is possible, using reasonable force, to remove and replace a lamp or shade ring without exposing live contacts by inadvertently removing protecting parts. This requirement will be capable of being met without necessarily making these parts removable only by using tools. 'Pear' switches are to be subject to a similar requirement.

Lampholders will be required from 1 October 1976 (1 April 1977 for wholesalers and retailers) to be of such a kind as to ensure that when a lamp is being inserted no part of the lamp or lampholder intended to be electrified is able to cause an electric shock while capable of being touched. This requirement is particularly intended to ensure that Edison screw lampholders (up to and including size E27) are of the 'protected' type.

In the case of fitting for double-ended lamps the operative date is 1 April 1977 (1 September 1977 for wholesalers and retailers) and a permissible alternative will be that they should bear a warning that they should be disconnected from the mains before inserting a new lamp.

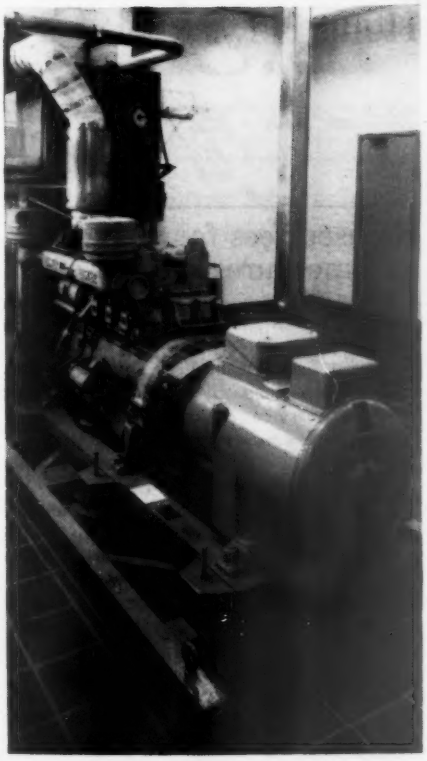
While lighting fittings generally are to remain subject to the provision requiring equipment to be double-insulated or to have provision for earthing, this is inappropriate for electric lamps (bulbs) and the provision is to be amended accordingly.

Equipment to which a flexible cable or cord is connected, or is intended to be connected, is to be required to be fitting with a cord grip or other adequate strain relief device. The operative date will be 1 October 1976 for manufacturers and importers and 1 April 1977 for other traders.

The requirement that accessible parts of equipment which get hot enough to cause injury when touched must be enclosed or sufficiently guarded is to be made more precise in its application to radiant electric fires are not to be regarded as contravening this provision if the temperature rise at 240V precisely does not exceed 85°C. The requirement is not to apply until 1 October 1976 for manufacturers and importers and 1 April 1977 for wholesalers and retailers.

15-amp 3-pin plugs which comply with British Standard 546 are to be exempt until 1 April 1978 (1 April 1979 for wholesalers and retailers) from Regulation 6. This is intended to provide an opportunity for the Standard to be revised and will ensure that plugs not complying with the Standard cannot be marketed by manufacturers and importers from 1 April 1976 (1 October 1976 for wholesalers and retailers).

As equipment installed by electricity boards in consumers' premises for the purpose of supplying electricity is subject to safety requirements in the Electricity Supply Regulations 1882 to 1936, it is not to be subject also to the Electrical Equipment (Safety) Regulations.



At Almondsbury telephone exchange, Bristol, the picture shows the largest of the package diesel generating sets manufactured by R. A. Lister Power Plant Ltd., a Hawker Siddeley company. It is the type 1/72 set developing 72 kVA in accordance with the Post Office specifications. The thousandth Lister standby generating set supplied to the Post Office has recently been installed – at Eastbourne, East Sussex.

Child-resistant packaging

Discussions are to be held with industry to consider child-resistant packaging for some household products, Alan Williams, Minister of State for Prices and Consumer Protection said on 2 April.

Answering a question in Parliament Mr. Williams said:

'Preliminary results from an in-depth study being carried out for my department show that child-resistant packaging can play an important role in reducing the number of children who are treated each year for suspected accidental poisoning involving household products. My department has therefore asked the British Standards Institution to consider the preparation of a test specification for child-resistant packaging for these products. In addition, we will be holding discussions with the industry with a view to securing a voluntary change over to the use of child-resistant packaging over a range of potentially harmful household products. But I must stress that packaging of this sort is a partial line of defence and that the primary precaution is to keep these products out of reach of children.'

Revised fees for weights and measures service

A revised Schedule of Fees chargeable for services performed by the Weights and Measures Service of the Department of Prices and Consumer Protection under Sections 4(7) and 6(1) of the Weights and Measures Act 1963 has been compiled.

The increase for Section 4(7) took effect from 6 April 1976 and for Section 6(1) the increase will take effect from 1 June 1976.

A revised version of Section A of SWM 412 (revised), published in April 1975, showing the new scale of fees will be available shortly. Applications for copies of the new Schedule (ref: SWM 412B) should be made to The Controller, Weights and Measures Service, Department of Prices and Consumer Protection, 26 Chapter Street, London SW1P 4NS, and should be marked 'For the attention of the General Administration Section'.

Bread prices

Most bread prices went up on 5 April. An order laid on 31 March by Shirley Williams, Secretary of State for Prices and Consumer Protection, increased the statutory maximum prices of large loaves, including standard loaves, by 1p in Great Britain and 1½p in Northern Ireland according to variety, with some minor exceptions. Small loaves go up by ½p.

The order also up-dates the base-date to 1 March 1976. Retailers are generally required not to increase by more than these amounts the prices they were charging on that date. The increases are necessary because of the increased cost of flour, and of the wage award to bakery workers in Northern Ireland.

The Order is the Bread Prices Order 1976 – SI 1976/511.

The permitted price increases are:

	Great Britain pence per loaf	Northern Ireland pence per loaf
28 oz loaves	1	1½
8-14 oz loaves	½	½
42 oz loaves	1½	2½
56 oz loaves (or more)	2	3

Retailers may not charge more than the lower of the prices they were entitled to charge on 1 March plus the amount of the forthcoming increases and the prices set out in the table in the order.

In accordance with the Prices Acts the provisions of the order have been the subject of detailed consultations with interested organisations.

Enforcement is carried out by local weights and measures authorities in Great Britain and by the Department of Commerce in Northern Ireland.

Price Regulation Orders are also in operation for butter, cheese, tea and household flour.

Support for stricter firework controls

Government backing for a Private Member's Bill restricting the sale of fireworks was confirmed on 2 April by Alan Williams, Minister of State for Prices and Consumer Protection. Answering a Parliamentary question from George Grant (Morpeth), Mr. Williams said:

'The Government fully supports the aims of the Explosives (Age of Purchase etc) Bill, introduced by my Rt. Hon. Friend the Member for Cannock on 17 December 1975. This measure, which was given a second reading on 6 February, seeks to restrict further the sale to young persons of explosives substances including fireworks.

'In addition I have negotiated a substantial agreed package of measures with the manufacturers and the retailers' and wholesalers' associations to strengthen the existing controls by:

1 phasing out the flyabout or helicopter types of fireworks;

2 reducing the production of bangers over the next 2 years by over 20 million, that is to one half of the 1975 output;

3 limiting the period when fireworks are generally available in the shops to three weeks before 5 November and a few days thereafter;

4 restricting the sale of all fireworks other than bangers, sparklers and large individual devices to boxed selections only by November next year; and

5 revising the statutory maximum fee for registering premises where fireworks may be kept.

'Fireworks injuries in the 1975 Guy Fawkes season were the lowest since records were first kept in 1962. The number of persons requiring hospital treatment for fireworks injuries in England and Wales showed a welcome reduction of 18 per cent from the 1974 figure and a fall of nearly 40 per cent compared with 1973. The number of serious injuries has declined even more sharply. These trends are very encouraging. I intend to keep the matter under regular review in the light of the results achieved by the new measures we are taking.'

'Grass skirt' will protect oil production platforms

This new ICI Scour Prevention System – designed to prevent seabed erosion around the base of offshore structures and so improve their stability – consists of a curtain of terylene strands which is deployed around the base of the platform to reduce the force of water reaching the structure. When positioned under water, this new 'grass skirt' combats the continuous scour effect of the sea which, if excessive, can endanger the stability of an offshore structure. In this picture the strands are packaged ready for transit to the North Sea Frigg field where the system will be used on the Elf Norge articulated flarestack.

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WED	*1000	1825			2135	2305
THURS	**1000**		**1835**			**2210**
FRI	**1000**	**1825**		**2135**		
	*2045		SAT 0515		SAT 0805	SAT 0935
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Technology News

Engineering Design Education – are we more interested in research and analysis than in creating new products and new ideas?

Ten years ago, the Fielden Report blamed the poor design of many British products for the country's falling share of world trade. Ways of improving this situation have been suggested by the Education Sub-Committee of the Engineering Design Advisory Committee, whose report is published this week.

In order to produce high calibre school leavers it is felt that more schoolchildren should practise methods such as free-hand drawing and projection, as an aid to thinking about physical forms. Often there are no school workshops, particularly in the electronic area, and more should be encouraged. Pupils prefer to start with machines and with practical applications, rather than theory, working towards aim instead of being confronted with a burden.

The numbers taking A levels in technological subjects are going down in relation to other courses and the proportion of passes is relatively low. This means that those responsible for careers advice in schools will have to try to present engineering opportunities in an interesting way. To some extent this is a problem of general attitude. In other countries engineers are regarded with great esteem. On this point the committee are unanimous. According to Ronald Fall, in Germany Herr Doctor is a man of distinction whereas in Britain he is confused with a mechanic. Dr. Conway considers that we are hypnotised by what research will do for us, and that there is too much research and not enough synthesis. Professor French, Head of Engineering at Lancaster University, criticises this country for an excessive preoccupation with scientific respectability and says that education in Germany includes more engineering practice.

This report is necessary, the committee believes, because the United Kingdom is still more interested in research and analysis than in creating new products and new ideas. Efforts should be made in the schools to encourage practical creative ability – engineering design involves not only the intellectual challenge of problem solving but in making a piece of hardware which should have the right dynamic properties and aesthetic appeal. This should be regarded as an achievement equal to analysis and to pure research.

Science teachers are not taught much about technology and its applications during their training. Experience has shown that as a separate subject in the schools, technology has not met with great success. What is looked for is an improvement in science teaching by introducing school projects and making use of workshops and it has been suggested that short courses in industrial appreciation for science teachers should be set up. Help might be obtained from technical colleges or from local industry using professional engineers on a part-time basis, possibly under industrial training arrangements.

At first degree level, the committee believes that engineering should be taught so that design is a continuous thread running through the teaching and that students should spend more time making engineering sketches than practising detailed drawings.

At postgraduate level more courses in engineering design should be made available, ideally consisting of a number of separate short course elements, for the benefit of students who have already had some experience in industry.

Success depends on the willingness of industry to release staff, to finance students, to help with industrial projects and to allow experienced design staff to contribute to the educational system. Once the engineer has started work he may be unwilling to revert to student status in the long term. In the past such courses have not been very well attended but there should be scope for short courses. The report concludes that more short post-experience courses should be set up on specialised design subjects. It also suggests that 'educational packages' on design subjects should be used in colleges and in industry to provide continuing education for engineers.

Perfecting the mud hut at Garston

Kiln-fired bricks and cement are expensive and often out of reach of millions in the developing world, but the mud brick, if it could be made impervious to water, could ease the housing shortage. African mud is specially sent to the Building Research Station where it is mixed with carefully measured quantities of lime. Pakistan has shown interest in the project.

Working group on using wastes as fuel

The Waste Management Advisory Council is to set up a new working group under the chairmanship of J. K. Smout, managing director of Witton Site Services Division, Imperial Metal Industries (Kynoch) Ltd.

The group will examine current practice in the use of waste as fuel. The aim is to clarify the technical, environmental and economic possibilities of encouraging the use of waste for fuel. It is hoped in this way to complement the national drive for saving energy and to provide a new and environmentally acceptable method of waste disposal.

The Waste Management Advisory Council was set up in December 1974 under joint Department of Industry and Department of the Environment ministerial chairmanship. Dr. Robert Berry is chairman of the Council's General Policy Committee and was appointed as director of the National Anti-Waste Programme in December 1975.

The Waste Land – learning from our mistakes

Having been the first country to go through an industrial revolution we have seen the accompanying problems, the stresses of cramped dwellings and distortion of the countryside. When it comes to admitting mistakes, Britain can claim to have made plenty of them. We have then much to contribute to Habitat Vancouver 1976, the biggest United Nations conference ever held, which will focus world attention on the planning of human settlements. Such plans are necessary because it has been calculated that by the year 2000 three-quarters of the world will be urbanised, and 3,500 milllion more people will need to be housed.

'Waste of Waste Land' a 15-minute slide-tape presentation, designed to be shown at the conference, shows how derelict land, scar of the industrial revolution, is being reclaimed and restored to positive use. Pictures taken before and after the reclamation process show how tips have been removed or landscaped and planted with trees, disused railway lines made into green walkways and gravel pits into lakes.

'As Good as New' shows how areas of older housing are being improved. Instead of demolishing and rebuilding, it makes sense to make the best use of what we already have. In Blackburn 135 families are now in improved homes. If they had been rehoused, the cost would have doubled. The government grant system is explained.

'Habitat UK 76' a 26-minute film, concentrates on post-war developments in planning policy. It shows how tower blocks led to high-rise anonymity, not homes, but units of accommodation. We have now found that the biggest is not necessarily the best. Once-for-all solutions can bring long-term blight. A city planned for offices can become at night the dead heart of a daytime city centre. The film reflects current policy which is to conserve our assets, make the most of existing resources and to rehabilitate and re-use rather than demolish and discard.

Habitat, the United Nations world conference on Human Settlements, will be held in Vancouver from 31 May to 11 June 1976. 135 nations will take part. Anthony Crosland, Secretary of State for the Environment supported by Gordon Oakes, will head the UK Delegation.

'Planning in the United Kingdom, Habitat Vancouver 1976', published by the Department of the Environment, is available from the Habitat Secretariat, Room C13/20, DOE, Marsham Street, SW1.

An illustrated digest of the national report, 'An Outline of Planning in the UK' published by DOE willl be available from HMSO price £2 net. 'Habitat UK 76', a 16mm optical sound film, together with 16 mm film versions of the slide-tape presentations, 'Waste of Waste Land' and 'As Good as New', are available for hire from the Central Film Library, Government Building, Bromyard Avenue, Acton, London W3.

Taken from 'The Waste of Waste Land' prepared as part of the United Kingdom's contribution to the United Nations conference on human settlements. It considers the disfigurement of the environment by industrial and urban waste, and reclamation schemes now being developed. The picture shows one of the technical problems – the operation of vehicles on a burning tip.

Promising products from small firms

'I saw a gap in the industry that needed filling,' said Dennis Miller who went ahead and invented a 'long reach' lifting device which could be remotely controlled from a fork-lift truck. Four years later the detachable 'robot' had been designed and manufactured, making it possible to reach inside containers up to a depth of 40 ft and to get into places where a normal fork-lift truck was unable to operate, not only saving labour costs but saving the operator in some cases, from severe cold, for instance when lifting meat out of a deep freeze.

Made by Dennis Miller's firm, Automated Container Loading (Sales) Ltd., this invention has now been accorded 'Most Promising Business Idea of the Year' in a competition for small firms organised by Warrington New Town Development Corporation, an award which includes £5,000 and the key to a factory in Warrington.

Ingenuity was shown by some of the other competitors. These included a specialised suitcase for carrying fragile products or valuables, made from a one-piece shell which results in a seal so tight as to be entirely proof against the environment, made by CRC Equipment of Leamington Spa.

With burning efficiency, Advanced Combustion Equipment Ltd. of Lye submitted a furnace which reduces heat losses associated with more traditional designs. On existing furnaces only about 8 per cent of the heat produced is actually used, compared with around 30 per cent with the new design. As a result of this greater efficiency, the working conditions around the furnace are improved, noxious heat and fumes are reduced and the casing of the furnace stays cool and can be touched by hand.

Also among the runners up were VG Micromass Ltd. of Winsford, who make mass spectrometers used for analysis in a wide range of inquiries from pollution levels to carbon and rock age dating, and monitoring agricultural processes, water resources and nuclear fuels. Since its foundation in 1970 the number of employees has grown from six to 220 and the firm has an annual turnover of more than £2 million.

Also among the finalists was Peter Morrell who, four years ago, started to make trampolines with a treadle sewing machine in his garden shed. Two and a half years ago he moved his firm, Canvas Covers of Prestatyn Ltd. to a factory and he now employs 20 people. There were also three men who used their redundancy money to set up a gas cutting servicing company which now, two years later is exporting to five countries. Their firm, Universal Cutting Services Ltd. of Poynton supplies and services refurbished gas cutting machines, a range of portable new ones, and spares.

Industrial technologies and the textile industry

Relating the industrial technologies to the needs of the textile industry is both the title and theme of a one-day conference being held in Huddersfield, on Tuesday 4 May 1976.

Senior industrialists and educationalists concerned with textiles in the Yorkshire and Humberside area are being invited to take part in the conference which is being organised jointly by the Textile Institute and the Department of Industry. The conference aims to provide an understanding of the importance and potential benefits to the UK textile industry of the industrial technologies, and to stress the value of including the industrial technologies in education courses and training programmes related to the needs of the textile industry.

Further details are available from the General Secretary, The Textile Institute, 10 Blackfriars Street, Manchester M3 5DR. Tel. 061-834 1457/8457.

Parliament

Monday, 29 March

Trade with Saudi Arabia

Mr. Richard Luce (Shoreham) asked: 'What co-ordinated Government action is taking place to improve trade with Saudi Arabia?'

Mr. Deakins replied: 'The first meeting of the UK/Saudi Joint Commission, set up under the Memorandum of Understanding on Economic, Industrial and Technological Co-operation between the two countries, will take place in London from 29-31 March 1976. The United Kingdom delegation, under the chairmanship of my department, will include representatives of all appropriate departments. The work of the Joint Commission in London is closely integrated with that of the Economic Co-operation Office, established recently by Her Majesty's Government in Riyadh.' (*See also page 90*)

UK trade

Mr. Ronald Atkins (Preston North) asked for a comparison of the latest figures of the imbalance of British trade with the world with the position at the time the UK entered the common market; and the proportion of this imbalance in trade with the EEC.

Mr. Deakins gave the information as follows:

BALANCE OF PAYMENTS BASIS

	Visible balance with the world	Visible balance with EEC as a proportion of the visible balance with the world
	(£ m)	(%)
1973	−2,332	50
1975	−3,200	74

Direct investment

Mr. Brian Sedgemore (Luton West) asked what was the aggregate of direct investment abroad held by the UK, French, German, US and Japanese companies in 1950, 1960, 1970 and at the latest available date.

Mr. Deakins gave the only broadly comparable information available, relating to the book value of UK and US direct investment abroad.

BOOK VALUE OF OVERSEAS DIRECT INVESTMENT

	1962 (1)	1970	1974 p
United Kingdom (2) £ million	4,870	8,930	14,720
United States (3) $ million	37,226	75,456	118,613

(1) United Kingdom information was first available in 1962.

(2) Including oil and the estimated value of direct investments of UK banks and insurance companies in the USA. As published in various issues of the 'United Kingdom Balance of Payments' in the table on UK overseas assets and liabilities under the heading of 'direct' and 'oil'.

(3) As published in various issues of the US Department of Commerce 'Survey of Current Business'.

p = provisional.

Anti-dumping

Mr. Richard Wainwright (Colne Valley) asked which industries are concerned in the applications for anti-dumping actions currently being investigated by the Department of Trade.

Mr. Deakins told him that full investigations involving the following products have been announced and are currently under way:

Single and double textured raincoats
Wood fibre insulating board
Dumper trucks
Saccharin
Offset-litho printing presses
Steel reinforcing bars
Special steels
Acrylic sheet
Single and double barrelled shotguns

'There are about 70 other cases at an earlier stage of inquiry on which the decision to investigate has not yet been made,' said Mr. Deakins. 'They cover virtually the whole industrial field.'

Mr. Wainwright also asked for a list of all anti-dumping orders in force in March 1974, indicating those still in force and the respective industries concerned.

Mr. Deakins referred him to the Annual Report by the Secretary of State for Trade for 1975 presented to Parliament pursuant to Section 16 of the Customs Duties (Dumping and Subsidies) Act 1969. (See also *Trade and Industry*, 5 March, page 664.)

Men's suits from Eastern Europe

Mr. Wainwright asked if the voluntary quota figure for importation of men's suits from Eastern Europe includes men's jackets and trousers for sale as separate items.

Mr. Deakins answered: 'No, because I am not aware of any evidence of disruptive imports from Eastern Europe of woollen jackets and trousers for sale as separate items. They are however subject to surveillance licensing so that we would have early warning of any changes in the level of imports.'

Guidelines for tourism

Mr. Eric Moonman (Basildon) asked what guidelines have been prepared in planning a national tourist policy for Great Britain; and for a statement on the need to maintain the viability of the industry.

'My Rt. Hon. Friend announced the policy guidelines for tourism on 21 November 1974 and they have not been changed,' said Mr. Deakins. 'These guidelines take account of the environmental and financial constraints of the foreseeable future as well as the great importance of tourism for our balance of payments and for our regional economies.'

Copyright law

Mr. Greville Janner (Leicester West) asked about the publication of the report of the Whitford Committee on copyright law.

'I expect to receive the report of the committee towards the end of this summer and will then consider publication,' said Mr. Clinton Davis.

Steering Committee on Pilotage

Mr. Roger Sims (Bromley, Chislehurst) asked about discussions between the Department of Trade and the Thames Dock Pilots and Boatmen's Association concerning the intention to translate the recommendations of the Steering Committee on Pilotage into legislative form.

Mr. Clinton Davis said: 'Although no discussions with my department have been requested by the Thames Dock Pilots and Boatmen's Association, their comments on the SCOP report have been carefully considered. I would of course be glad to consider any request from them for a discussion with my officials.'

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Gregor MacKenzie
Gerald Kaufman
Parliamentary Under-Secretaries of State: Lord Melchett
Neil Carmichael

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Labelling asbestos products

Mr. Janner asked if the voluntary scheme for labelling asbestos products with suitable warnings would be sufficient to provide the necessary protection.

Mr. Alan Williams answered: 'The effectiveness of the scheme will depend, among other things, on the extent to which users heed the warnings. I shall be seeking the co-operation of local authorities and consumer organisations in monitoring the scheme when it is in operation.'

Price Check

Mr. Giles Shaw (Pudsey) asked how many auditing companies have been commissioned to survey the operation of the Price Check Scheme and how much it is costing.

'The Price Commission already collect prices in many outlets both for Price Check Scheme and other purposes,' replied Mr. Maclennan. 'One auditing company has been commissioned to collect prices of Price Check Scheme items to supplement this information. The cost throughout the whole period of the scheme until mid-August is expected to be about £30,000.'

Stock Exchange registration fee

Mr. Ian Gow (Eastbourne) asked if the increase in the registration fee payable to the Stock Exchange by professional firms from £11.34 to £108 with effect from 22 March 1976 is in accordance with the Government's counter inflation policy.

'The fee in question falls under paragraph 128 of the Price Code, which exempts from control certain charges made by non-profit-making representational organisations,' said Mr. Maclennan.

Regional grants

Mr. Wigley (Caernarvon) asked what steps are being taken to monitor new plant and equipment for which regional grants have been paid to ensure that they remain within the development areas.

Mr. MacKenzie replied that each Regional Development Grants Office employs enforcement officers to inspect grant-aided assets to ensure compliance with the conditions imposed when grant is paid. 'I am satisfied that the procedure is effective and that the effort involved is consistent with the need to achieve the most effective use of available staff resources,' he added.

Proposed chemical plant in Fife

Mr. W. W. Hamilton (Central Fife) and Mr. Harry Gourlay (Kirkcaldy) asked for a statement on the proposal of an international consortium to establish a major chemical plant at Cowdenbeath, Fife.

Mr. Kaufman said: 'No international consortium has so far informed my department of any plans to establish a major chemical plant at Cowdenbeath, Fife. With my Rt. Hon. Friend the Secretary of State for Scotland, I am always anxious to discuss proposals for new industrial projects in Scotland.'

Investment in industry

Mr. Peter Hardy (Rother Valley) asked for an estimate of the average amount of investment in industry required to create one new job; and the amount which would have been required 20 years ago.

'It is not possible to give a very meaningful figure since it varies so widely from industry to industry,' said Mr. MacKenzie. 'One indicator, gross capital stock per employee in manufacturing at constant 1970 prices, grew from £3,000 to £5,800 in the 20 years from 1954 to 1974.'

Land ownership by nationalised industries

Mr. J. W. Rooker (Birmingham, Perry Barr) wanted to know the total area of land owned by each of the nationalised industries sponsored by the Department of Industry.

Mr. Kaufman gave the estimated acreages as follows:

Post Office:	7,300 (approx.).
British Steel Corporation:	70,000 (approx.).

Post Office charges

Mr. Toby Jessel (Twickenham) asked for a statement defining the Secretary of State for Industry's statutory powers for controlling Post Office charges.

Mr. MacKenzie said, 'My Rt. Hon. Friend has a limited power under paragraph 102 of the Price Code to restrict Post Office charges below what the Code would otherwise permit.'

Post Office accounts

Mr. John Stonehouse (Walsall North) asked what would be the anticipated deficit in the Post Office for the current year; and what changes in tariffs in telecommunications and postal services are expected in consequence.

'Present indications are that the Post Office will make a modest profit in the current financial year', said Mr. MacKenzie. 'Proposals for increases in inland postal tariffs to take effect early in 1976/77 have been made to the Price Commission. In addition, some overseas postal prices are being increased to meet higher payments to other countries under new Universal Postal Union tariff regulations.'

Northern Ireland shipyards

Mr. John Biggs-Davison (Epping Forest) asked what percentage of new orders for ships was placed in yards in Northern Ireland and the UK as a whole, respectively, during 1975.

Mr. Varley replied that UK shipowners in 1975 ordered 6¼ per cent of their new merchant tonnage from UK shipbuilders, none of which was placed with Northern Ireland shipyards.

North East Coast Shiprepairers

Mr. Neville Trotter (Tynemouth) asked what was the parent company of Greenwells shiprepair business at Sunderland before it was transferred to North East Coast Shiprepairers; what was the value placed on the business; what was the consideration for the transfer; for what reason it was made; whether it was made with the knowledge of the Secretary of State for Industry; and whether he was satisfied that the transfer has been successful in general and for the Greenwell employees in particular.

Mr. Kaufman answered: 'Before its transfer to North East Coast Shiprepairers Ltd. the Greenwells shiprepair business was carried on by the T. W. Greenwell Shiprepair Division of Doxford and Sunderland Ltd. (now Sunderland Shipbuilders Ltd.). No separate valuation was put on Greenwells when Court Line took over Doxford and Sunderland Ltd. A consideration of £426,000 was paid by North East Coast Shiprepairers to Sunderland Shipbuilders for the book value of the net current assets of the company when Court Line transferred the Greenwells business to NECS. Court Line decided to put Greenwells under the control of NECS to facilitate the grouping of their shiprepair activities, thus separating them from their shipbuilding interests. Court Line were under no obligation to consult my department about the transfer of the business. The report I have just received from Touche Ross and Co. on the proposed closure of Greenwells concluded that the company had benefited rather than suffered from being a part of NECS.'

Mr. Trotter also asked if there has been or is to be a transfer of the Greenwell's business or assets away from North East Coast Shiprepairers; if so, at what valuation; for what consideration; and for what reasons.

'None of the assets owned by Greenwell Drydocks Ltd. has been transferred away from North East Coast Shiprepairers Ltd.,' said Mr. Kaufman. 'Most of the land, buildings and operating plant used by Greenwells is leased to them by Sunderland Shipbuilders Ltd.'

'How many people are employed directly by North East Coast Shiprepairers; and, of this total, how many are engaged on business other than that of its shiprepairing subsidiaries?' asked Mr. Trotter.

Mr. Kaufman told him that a total of 2,608 workers and staff were employed by the company at the end of February this year, all of whom were engaged in the business of the Group's shiprepairing subsidiaries.

Mr. Trotter asked what would happen to the employees of the Greenwell shiprepair yard at Sunderland which are state owned.

Mr. Kaufman said: 'The report on the proposed closure of Greenwell Drydocks Ltd. prepared by Touche Ross and Co. makes it clear that there are no commercial grounds for keeping the yard open, and it will therefore close at the end of March. The workforce of Greenwell Drydocks will be made redundant by the closure. Some may find employment in shipbuilding or shiprepairing on Wearside or Tyneside, but prospects at present are not good owing to the recession in these industries.'

Non-civil service fees, salaries, etc.

Mr. Philip Holland (Carlton) asked the Secretaries of State for Industry, Trade and Prices and Consumer Protection for the total annual cost of fees, allowances and/or salaries paid to individuals, other than civil servants, appointed by them to bodies other than committees, but including statutory corporations.

For the Department of Industry, Mr. Kaufman said that salaries totalled £535,110 p.a.

Mr. Clinton Davis, answering for the Department of Trade said salaries totalled £301,380 p.a.

For the DPCP Mr. Williams said salaries totalled £230,628 p.a.

All three ministers said that the annual totals of fees and allowances were not readily available.

Marine technology: training and research

Baroness Vickers spoke of 'the urgent need for more marine technologists, especially for the North Sea' and asked if in consultation with the Science

Research Council, a university department would be set up in this subject.

Lord Donaldson of Kingsbridge, Parliamentary Under-Secretary of State, Northern Ireland office, said that about 10 post-graduate courses in marine technology had the support of the SRC. In the more specific field of off-shore engineering the Council supports four post-graduate courses. 'In addition,' said Lord Donaldson, 'in October 1975, the Council formed a task force to study the need for research and training in marine technology in the widest sense. This body is now urgently preparing its report, which almost certainly will be presented to the Council within the next two months. I must not anticipate its findings but I believe that it will recommend something more comprehensive than the noble Baroness has suggested in her Question. It will probably advocate a national approach involving a number of institutions of higher education rather than the setting up of a single department in a university.'

Tuesday, 30 March

Dumping

Mr. Wainwright asked for a list of all anti-dumping actions taken during the last two years, indicating those orders still in force and the respective industries concerned.

Mr. Shore said that the following anti-dumping duties or provisional charges to duty have been imposed in the last two years.

Industry	Country of origin
Wooden doors and panels, wholly or partly louvred	Taiwan
Wood chipboard	Romania, Norway, Sweden
Saccharin or its salts	Japan, Republic of Korea

Of these the duties on wood chipboard have been revoked.

'This information does not however include all the anti-dumping action taken by my department during the period in question,' said Mr. Shore. 'Many successful anti-dumping applications result in agreements to increase prices and I would refer the Hon. Member to the answer given to the Hon. Member from Faversham on 5 March (Column 799).'

Mr. David Steel (Roxburgh, Selkirk and Peebles) asked for information concerning the dumping from Eastern Europe of circular knitting machines for the hosiery industry.

'My department has received no formal application for anti-dumping action against imported circular knitting machines,' said Mr. Deakins. 'We are ready to give immediate consideration to any application by the industry concerned.'

Tariff barriers against developing countries

Mr. Frank Hooley (Sheffield, Heeley) asked what tariff barriers currently remain in force against the products of the least developed of the developing countries of the world.

Mr. Shore replied: 'On imports into the UK, tariff preferences are given to developing countries by UK statutory instruments and EEC regulations.

'Details of preferences under the generalised system of tariff preferences for developing countries are set out in Part 10B of 'HM Customs and Excise Tariff' a copy of which is available in the library.

'There are no special arrangements applied to the least developed of the developing countries except to the extent that the EEC regulations provide for preferences to be withheld from some of the more advanced of the developing countries, or provide limits designed to prevent the more advanced developing countries from monopolising the preferential advantages.

'Certain other developed countries operate similar schemes.'

Export credits

Mr. Richard Luce asked what proportion of overseas contracts by number and value, covered by ECGD, are valued at under £1 million.

Mr. Deakins said that precise figures are not readily available but of the £6,535 million of UK exports insured by ECGD in 1974/75, 86 per cent was insured under Comprehensive Guarantees and over 95 per cent of all applications for cover from ECGD's 12,000 Comprehensive Guarantee holders is in respect of export contracts of a value less than £1 million.

International tea agreement

Mr. Frank Hooley asked for a report on progress in the negotiation of an international tea agreement; and the level of prices envisaged on the successful conclusion of such an agreement.

Mr. Deakins said: 'Consultations with Commonwealth tea producing and consuming countries were held from 8-10 March in London. The delegates agreed on the need for international action on tea and discussions will be continued at the meeting of the FAO Intergovernmental Group on Tea in April.

'The question of agreed price levels for tea would be for consideration at the time of the negotiation of any agreement.'

Concorde

Mr. Terry Walker (Kingswood) asked for the latest estimate of the development and production costs of Concorde.

Mr. Varley said: 'The latest estimate of the manufacturers' total development costs in Britain and France is £1,154 million. There has been a net increase in the estimate of £58 million compared with that given to my Hon. Friend by my precedessor on 24 March 1975. Pay and price increases in Britain and France account for £46 million, and changes in the exchange rates for £21 million. It has been decided to make provision for five years (not for two years as done previously) for engine development: but in spite of this addition of £21 million to development costs, there has been a small decrease of £10 million in the total estimate measured in real terms.

'The expenditure is divided as follows between actual and past expenditure and estimated future expenditure.

£ million

	British expenditure	French expenditure	Both countries
Actual costs from 29 November 1962 to 31 December 1975 at the prices and exchange rates prevailing when the costs were incurred	475	476 (5,841 MF)	951
Estimated costs from 1 January 1976 to completion of programme at January 1976 prices and at an exchange rate of £1 = 9.08 francs	89	114	203
Totals	564	590	1,154

'The latest estimates of the manufacturers' total production costs to the end of 1978 is £301 million in the UK and 3,450 million francs in France. This is divided as between actual past expenditure and estimated future expenditure as follows':

	Britain £m	France Fr. m.
Actual costs to 31 December 1975 at the prices prevailing when the costs were incurred	199	2,010
Estimated costs from 1 January 1976 to completion of programme at January 1976 prices	102	1,440
Totals	301	3,450

Lord Thomas asked: 'What steps are currently being taken to extend Concorde route licences East of Bahrain so that a service from Britain to Australia can be mounted?'

Lord Winterbottom said: 'We are pressing ahead with discussions with the countries concerned, but while they are in progress it would not be appropriate to give details. Further statements will be made at the appropriate time.'

Post Office deliveries

Mr. Clement Freud (Isle of Ely) asked for the average delivery time of a second-class letter.

Mr. MacKenzie said: 'The Post Office informs me that since the introduction in January 1976 of the revised service standard for second class mail, 98.2 per cent of letters in this class achieve the standard by being delivered by the third working day after posting.'

Charity stamp experiment

Mr. James Tinn (Teesside, Redcar) asked for a statement on the final results of the 12 months charity stamp experiment conducted by the Post Office which closed in January 1976.

Mr. MacKenzie told him that the Post Office have not yet finished working out the financial results, but would make an announcement as soon as possible.

Cost of food

Mr. Ray Carter (Birmingham Northfield) asked what was the increase in the cost of food between June 1970 and June 1972, June 1972 and June 1974 and June 1974 and the latest date.

Mr. Maclennan said that percentage increases in the Retail Food Index over these periods were as follows:

	Percentage increase
16 June 1970-20 June 1972	19.5
20 June 1972-18 June 1974	35.6
18 June 1974-17 February 1976	43.6

17 February 1976 is the latest date for which information is available.

Lead and cadmium

Mr. Ioan Evans (Aberdare) asked when the proposed regulations relating to lead and cadmium in enamel-ware would be made.

Mr. Williams' reply was published in *Trade and Industry*, 2 April, page 3.

Subsidies to NCB, BGC and electricity industry

Information was requested by Mr. Mike Thomas (Newcastle upon Tyne East) on the total subsidy given to the NCB, BGC and electricity industry, in each of the past five years and estimates for the current year and 1977-78.

Mr. Anthony Wedgwood Benn, Secretary of State for Energy, gave the information in the following tables in terms of payments in the financial years concerned. 1975/76 is espected to be the last year for which compensation for price restraint will be paid.

'The Government's general policy is that the nationalised industries should operate without subsidies,' said Mr. Benn. 'We have, however, acknowledged an obligation to assist the coal industry with the burden of the past and to provide support for its operations in certain circumstances.'

Wednesday, 31 March

Newspaper prices

Mr. Arthur Lewis (Newham North West) asked to what extent the DPCP restricts or intends restricting increases in the price of newspapers.

'The newspaper industry, like other manufacturing industries, may only increase prices in accordance with the provisions of the Price Code,' said Mr. Maclennan. 'Information about proposed price increases modified by the Price Commission is published in their Quarterly Report.'

British Aerospace and British Shipbuilders

Mr. Bryan Gould (Southampton, Test) asked for a statement about the financial provisions for the organising committees for British Aerospace and British Shipbuilders.

Mr. Varley said: 'I propose that such expenditure as the committees may incur on necessary preparatory work to enable the two corporations to exercise their statutory functions after Royal Assent to the Aircraft and Shipbuilding Industry Bill shall be met from the Contingencies Fund. The fund will be reimbursed by the two corporations concerned when they are set up.'

Monopolies Report on plasterboard

Mr. James Wellbeloved (Erith and Crayford) asked when the Secretary of State for Prices and Consumer Protection, expects to implement the recommendations of the report by the Monopolies and Mergers Commission on the supply of plasterboard.

Mr. Williams' reply is on page 73.

Nuclear equipment and technology

Mr. Ray Carter (Birmingham, Northfield) asked about Government policy on exports of nuclear equipment, material or technology.

Mr. James Callaghan, Secretary of State for Foreign and Commonwealth Affairs, said:

'When considering the export of nuclear equipment, material or technology we shall study each case on its merits. Our first consideration will always be the provisions of the Non-Proliferation Treaty, the Euratom Treaty, and whether or not the prospective customer has concluded a Safeguards Agreement with the International Atomic Energy Agency.

'Our detailed requirements will include the application of IAEA safeguards or comparable safeguards which are verified by the IAEA to exported nuclear equipment and material: an assurance that whatever we export will not be used to manufacture nuclear explosives for any purpose; an assurance that our exports will be adequately protected against the possibility of theft or sabotage; and assurances that if the equipment or material that we export is re-exported then the new purchaser will be required to give the same assurances on safeguards, non-explosive use and physical protection as were given by the original customer

'We shall also study with particular care proposals for the export of sensitive equipment or technology. By sensitive I mean equipment or technology which could lead to the construction of uranium enrichment plants, reprocessing plants or heavy

ELECTRICITY INDUSTRY (ENGLAND AND WALES)

£ million

	1970/71	1971/72	1972/73	1973/74	1974/75	1975/76	1976/77 (b) (d)	1977/78 (b) (d)
Compensation for price restraint	—	—	—	92.3	176.3	302.6 (f)	21.6	—
Compensation for additional stock build	—	—	19.9	5.0	—	—	—	—
Payments for the cost of additional coal burn	0.7	0.8	—	—	—	—	—	—
Compensation for accelerated investment	—	—	—	0.7	4.4	9.6	9.7	6.3
Total for year	0.7	0.8	19.9	98.0	180.7	312.2	31.3	6.3

(d) estimates.
(f) Includes £43.5 million advanced under Section 1 (4) of the Statutory Corporations (Financial Provisions) Act 1975).
(b) 1976 Survey Prices.

BRITISH GAS CORPORATION

£ million

	1970/71	1971/72	1972/73	1973/74	1974/75	1975/76	1976/77 (d)	1977/78 (d)
Compensation for additional gasification of coal and production of coke	0.6	—	—	—	—	—	—	—
Compensation for accelerated investment	—	—	—	0.4	—	0.2	0.1	—
Compensation for price restraint	—	—	—	33.4	41.5	23.6 (e)	7.0	—
Total for year	0.6	—	—	33.8	41.5	23.8	7.1	—

(d) Estimates.
(e) Advance under Section 1 (4) of the Statutory Corporations (Financial Provisions) Act 1975. Payment of compensation not yet authorised.

NATIONAL COAL BOARD

£ million

	1970/71	1971/72	1972/73	1973/74	1974/75	1975/76 (d)	1976/77 (b) (d)	1977/78 (b) (d)
Grants in connection with pit closures	8.5	9.3	9.1	17.0	9.1	9.4	10.3	10.3
Reimbursement of contributions to early retirement benefits	2.3	0.8	1.2	2.5	3.3	3.1	1.4	1.3
Reimbursement of contributions towards increased pensions	—	—	—	8.3	8.3	8.4	—	—
Contribution towards deficiency in Mineworkers' Pension Scheme	—	—	—	—	—	9.6	18.0	18.0
Operational grants	—	—	—	109.0	3.3	44.4	— (c)	— (c)
Grants to meet deficits on revenue account	—	100.0	—	2.5	—	—	—	—
Debt. written off in capital reconstruction	—	—	449.6 (a)	—	—	—	—	—
Total for year	10.8	110.1	459.9	139.3	24.0	74.9	29.7	29.6

(a) Includes £174.5 million in respect of accumulated revenue losses to the end of March 1973.
(b) 1976 Survey Prices.
(c) Decisions yet to be taken.
(d) Estimates.

water production plants. In general we shall exercise restraint in the export of such plants or their technology, and we are at present contributing to the IAEA's study of the feasibility of including such plants in regional fuel centres in the future. When we decide to export them we shall, of course, require assurances that any sensitive plants using transferred technology, now or in the future, will be subject to IAEA safeguards. We shall also need to be consulted before our customers can re-export any sensitive nuclear materials or sensitive equipment or technology to a third country.

'I wish to emphasise that the foregoing is the policy of Her Majesty's Governments. It is not for me to say what policy other governments will adopt. They will make their own decisions on their policies and on what to say about them. On the whole question of non-proliferation and nuclear exports we are of course in close touch with other interested government and international bodies and organisations.'

Thursday, 1 April

Inflation rates overseas

Mr. Peter Morrison (City of Chester) asked for the three-month rate of inflation to January 1976 projected as an annual rate in the UK, Canada, France, West Germany, Holland, Japan, Sweden and the USA.

Mr. Maclennan gave the following figures, based on OECD data:

	Percentage Increases
UK	+16.0
Canada	+6.7
France	+9.5
Japan	+4.3
Netherlands	+3.6
Sweden	+11.0
USA	+5.2
West Germany	+5.7

EEC food prices

Mr. Arthur Lewis (Newham North West) referred to the rise in prices of several foods and asked for estimates of their prices as a result of the recent EEC agreement on food prices.

Mr. Maclennan said that it was not possible to predict how food prices would have moved had we not joined the EEC in January 1973.

He went on: 'Decisions on agricultural support and prices for 1976/77 are unlikely to result in any early increase in the retail price of sugar, bread, flour, fresh fruit, fresh vegetables, pigmeat, pigmeat products, eggs or poultry.

'Average prices for imported chilled beef on 13 January 1976 were not collected for the purposes of the General Index of Retail Prices. Retail beef prices are likely to be influenced far more by reduced supplies than by new levels of CAP prices. The premium scheme will allow consumers to obtain beef more cheaply than under an intervention system alone.

'Average prices for home-produced butter on 12 December 1972 were not collected for the purposes of the General Index of Retail Prices. The average price of home-produced butter on 17 February 1976, the latest available date, was 37.3 per lb. The retail price of butter may rise by about 2½p per lb. by the end of the year as a result of the CAP price decisions, in addition to the 5-6p per lb as a result of the transitional step. The retail price of cheese is expected to rise by 2p a lb by the end of the year with a further 3p a lb through the transitional step.

'It is not expected that it will be necessary to raise the retail price of liquid milk before the end of the year.

'Lamb, margarine, tea, instant coffee, canned salmon and fresh and smoked fish are not subject to decisions taken in the course of the common agricultural policy price settlement.

'Overall, the price package is likely to add about 1¼ per cent to retail food prices by the end of the year. Transitional steps may add about a further 1 per cent. The total effect on the General Index of Retail Prices is likely to be between ½ per cent and 1 per cent.'

Figures were requested by Mr. Robert Woof (Blaydon) showing the rise in cost of food for each of the present member countries of the EEC over the past three years; compared with the UK.

Mr. Maclennan gave the following information over the latest available three-year period.

PERCENTAGE INCREASES IN FOOD PRICE INDICES IN EEC MEMBER COUNTRIES BETWEEN NOVEMBER 1972 AND NOVEMBER 1975

	Percentage Increase
Belgium (a) (b)	33.3
Denmark (b)	37.7
France (a)	37.4
Irish Republic (c)	62.0
Italy	55.5
Luxembourg	32.5
Netherlands	24.8
United Kingdom	76.0
West Germany (a) (d)	16.3

These increases reflect both change in prices and in currency values.

Note:
(a) Including alcoholic beverages.
(b) Excluding restaurant meals.
(c) Quarterly index.
(d) Including tobacco.

Sources: *UN Monthly Bulletin of Statistics.* Department of Employment.

Between 12 December 1972 and 17 February 1976 the main subgroups of the Retail Food Index increased as follows:

	Percentage increase
Bread, flour, cereals, biscuits and cakes	79.5
Meat and bacon	74.2
Fish	85.5
Butter, margarine, lard and other cooking fats	74.7
Milk, cheese and eggs	62.3
Tea, coffee, soft drinks	53.2
Sugar, preserves and confectionery	103.9
Vegetables, fresh, canned and frozen	194.2
Fruit, fresh, dried and canned	71.2
Other foods	70.6
FOOD INDEX	86.3

Between 12 December 1972 and 17 February 1976 the prices of fresh foods (which include vegetables) rose on average by 99.5 per cent.

Retail price increases

Mr. Peter Bottomley (Greenwich, Woolwich West) asked for the rates of retail price increase for each of the member countries of the EEC; and which countries have the highest and lowest rates.

Mr. Maclennan gave the rates over the latest available six month period as follows:

	Percentage change July 1975-January 1976
UK	+6.8
Belgium	+5.4
Denmark	+1.3
France	+4.6
Ireland (a)	+2.0
Italy	+5.6
Luxembourg	+5.8
Netherlands	+4.0
West Germany	+2.1

(a) Quarterly Index May 1975-November 1975.

Price Commission

Mr. John Cartwright (Greenwich, Woolwich East) asked how many applications were considered by the Price Commission during the most recent available three months; in how many cases a price increase was refused; in how many cases the projected price increase was reduced; how many applications were withdrawn; and what was the estimated saving to the consumer as a result of the Price Commission's activities.

Mr. Maclennan answered: 'During the period 1 September to 30 November 1975, the Price Commission considered, 1,485 notifications; 32 were rejected, 178 modified and 54 withdrawn. This reduced price increases by £121 million a year. Additionally, some firms were required to reduce or hold prices in compliance with the net profit margin controls. These savings, at an annual rate, are estimated at a further £17 million.'

Organising Committee for British Aerospace

Mr. Norman Tebbit (Waltham Forest, Chingford) asked for a list of the members of the Organising Committee for British Aerospace and a list of the Committee's achievements since it was appointed.

Mr. Kaufman answered: 'My Rt. Hon. Friend has appointed Lord Beswick as chairman. Lord Beswick has done much preparatory work and held discussions with a wide range of people in the industry. As a result, the committee will be able to make early progress as soon as my Rt. Hon. Friend makes further appointments.'

Mr. Tebbit asked about the total cost to date of the committee and for a separate statement of the amount due to be paid in salary and expenses to the chairman.

'The costs of the Organising Committee up to 31 March 1976 are provisionally estimated at about £30,000,' said Mr. Kaufman. 'Lord Beswick's salary, as has already been announced, is £23,330 per annum.'

Accelerated investment scheme

Mr. Michael Grylls (North West Surrey) asked the Secretary of State for Industry, how many applications his department received for grants under its current accelerated investment scheme; how many of these applications have been refused; and for a list of the number of grants made, by firm and amount of the grant.

Mr. MacKenzie said: '223 applications have been received. Of these, 43 have been withdrawn or rejected, and 19 offers have been made involving assistance totalling

£27 million in relation to capital investment projects estimated to cost £177 million. The names will, in accordance with the arrangements notified to the House on 31 July 1974, be published in the quarter following the first payment. Companies who are prepared to have their projects disclosed are BP Chemicals International Ltd. (IRG of £10.14 million), Lucas Industries Ltd. (IRG of £3.7 million), and Ransome, Hoffman Pollard Ltd. (Loan of £4.9 million).'

Import restrictions

Mr. Robert Kilroy-Silk (Ormskirk) asked for a list of those products on which countries impose quotas on imports from Great Britain, and vice versa.

'I regret that the information on other countries import quotas could be provided only at disproportionate cost,' said Mr. Shore. 'Broadly, however, there are no quota restrictions on trade between the UK and countries in the EEC, EFTA and, with some exceptions, the OECD; but the developing countries do have a wide range of quota restrictions. Details of quotas on imports into the UK are given in Notices to Importers which are published in *Trade and Industry*. Broadly these cover cotton yarn from Japan, Portugal, Spain, Greece, Turkey, State trading countries and certain developing countries; woven cotton cloth and made-ups from Japan, state trading countries and certain developing countries; woven polyester cotton cloth and made-ups from Hong Kong, South Korea, Taiwan, Colombia and Thailand; woven man-made fibre cloth from Portugal; man-made fibre yarn and woven cloth, woven wool cloth, knitted made-ups of man-made fibre and of wool from Japan and state trading countries; woollen suits from some state trading countries. In the case of some countries with whom the EEC have negotiated agreements under the Gatt Multifibre Arrangement, or on which controls have been imposed, the restrictions also cover knitted cotton as well as yarn and man-made fibre textiles and clothing. Apart from these restrictions on textiles and clothing we also have quotas on imports from state trading countries on footwear, hats, pottery, aluminium, radios and television sets and electronic components; there are also quotas on bananas and rum from the dollar area.'

Mr. Kilroy-Silk asked what quota restrictions are imposed by Japan on the import of goods from Great Britain, and vice versa.

Mr. Shore said 'For the restrictions under the Multifibre Arrangements on Japanese textiles imported into the UK I would refer my Hon. Friend to the reply I gave to his question today (*see above*). Otherwise neither the UK nor Japan impose bilateral quota restrictions on the import of goods from each other. The UK has a trade interest in only very few of the limited number of global quotas still maintained by Japan. They are due to be considered in the course of the Multilateral Trade Negotiations under the Gatt. There are in addition a number of voluntary restraint arrangements affecting Japanese imports into the UK.'

Company investigations

Mr. Ian Wrigglesworth (Teesside, Thornaby) asked how many investigations into companies under the Companies Acts have been carried out by the Department of Trade in the last year and in the previous five years.

Mr. Clinton Davis said the number of investigations and inquiries carried out were as follows:

INVESTIGATIONS AND INQUIRIES UNDER COMPANIES ACTS

	1948			1967	
	S164/5	S172	S334	S32	S109
1970	15	—	—	—	61
1971	24	—	—	—	103
1972	6	—	—	—	110
1973	10	1	—	1	81
1974	26	2	—	—	130
1975	19	2	6	—	150

Trade with Vietnam

Mr. George Rodgers (Chorley) asked if the Secretary of State for Trade would enter on negotiations to extend long-term trading credits to Vietnam.

Mr. Deakins answered, 'Businessmen are free to pursue business with Vietnam in the ordinary commercial way, and are actively doing so. Exporters selling to Vietnam on extended commercial credit can seek support from the Export Credits Guarantee Department.'

Survival at sea

Mr. Kevin McNamara (Kingston upon Hull Central) asked if the ad hoc committee set up in 1975 to review the existing arrangements for training in survival at sea had yet reported.

Mr. Clinton Davis replied that the text of the report, the recommendations of which the Government accepts, were published in *Trade and Industry* on 2 April.

Friday, 2 April

Consumer trade practices

Mr. Richard Luce (Shoreham) asked for a list of the number of references on consumer trade practices by the Director-General of Fair Trading to the Consumer Protection Advisory Committee under Part 2 of the Fair Trading Act 1973 giving the subject of each reference, the date each reference was made and the action subsequently taken.

Mr. Williams replied: 'The Director General has made three such references. The first, on 24 April 1974, was about the purported exclusion of the inalienable rights of consumers and failure to explain the existence of these rights. The committee reported on 3 September 1974 and I informed the House on 2 December 1974 that after further consultations I would use the department's order-making powers to implement the committee's recommendations. These consultations are now almost complete, and I hope to be able to present a draft order for the approval of Parliament in the near future.

'The second reference, on 16 May 1974, concerned prepayment in mail order transactions and in shops. The committee reported on 15 November 1974. I have been taking legal advice on certain difficulties presented by the proposals in the reference. However, I intend to lay the committee's report before Parliament next month together with a statement of the action I propose to take.

'The third reference, on 25 March 1975, concerned the practice of seeking to sell goods without revealing that they are being sold in the course of a business. The committee reported on 23 June 1975. I hope to publish the report, which generally agrees with the Director-General's proposals and to take action to implement them, within the next two months.'

Child-resistant packaging

Mr. Greville Janner (Leicester West) asked if steps would be taken to ensure that hazardous household products are fitted with child-resistant closures.

Mr. Williams answered: 'Preliminary results from an in-depth study being carried out for my department show that child-resistant packaging can play an important role in reducing the number of children who are treated each year for suspected accidental poisoning involving household products. My department has therefore asked the British Standards Institution to consider the preparation of a test specification for child-resistant packaging for these products. In addition, we will be holding discussions with the industry with a view to securing a voluntary change over to the use of child-resistant packaging over a range of potentially harmful household products. But I must stress that packaging of this sort is a partial line of defence and that the primary precaution is to keep these products out of reach of children.'

DPCP public appointments

Mr. W. W. Hamilton (Central Fife) asked the Secretary of State for Prices and Consumer Protection for a list showing the number of paid public appointments within her gift, the highest and lowest emoluments payable and the total amount paid in 1975; and the likely total for 1976.

Mr. Williams said there were 106 paid appointments. He went on. 'The vast majority of appointments made by the department are unpaid. The highest and lowest salaries paid are respectively £16,580 for a full time appointment and £500 for a part-time appointment. The total amount actually paid in respect of appointments from time to time during 1975 is not readily available. No comprehensive forecast has been made of the likely total for 1976 but the salaries currently payable, as at 29 March 1976, total £230,628 per annum.'

Waste paper

Mrs. Lena Jeger (Holborn and St. Pancras South) asked what increase there has been to the last convenient date in the collection of waste paper for re-use; and what effect this has had on imports of waste paper and pulp.

Mr. Carmichael answered: 'Statistics of waste paper collections are not available, but consumption of waste paper in paper and board manufacture fell by approximately 20 per cent in 1975 in comparison with 1974 due to the economic recession and the waste paper collection rate no doubt declined correspondingly. Over the same period imports of waste paper and wood pulp fell by 72 per cent and 21 per cent respectively.'

Financial help for wool textile industry

Mr. Giles Shaw (Pudsey) asked what decision had been taken by the Secretary of State for Industry following the recent application by members of the wool textile industry for financial assistance.

'The application for further assistance to the wool textile industry recently submitted by the Economic Development Committee for Wool Textiles is still under consideration by my department,' said Mr. Carmichael. 'I hope to be able to make an announcement soon.'

European Community News

EEC summit: UK calls for community action on unemployment

The importance of the community analysing the future trend of unemployment and taking action to complement that of member governments in tackling the problem was stressed by the Prime Minister and the Secretary of State for Foreign and Commonwealth Affairs at the European council meeting of the nine heads of government in Luxembourg on 1-2 April.

Mr. Wilson made the point in a Commons written reply on 5 April to Edmund Marshall, the member for Goole, who had asked for a statement on the Luxembourg summit.

During their discussion on the economic and monetary situation, Mr. Wilson said, the heads of government noted growing signs of recovery in industrial production. 'We agreed,' he went on, 'on the need for each member state to maintain a proper discipline over budgetary expenditure, incomes policy and money supply in order to continue successfully the fight against inflation and to reduce unemployment. Finance ministers were invited to study further some of the papers which were placed before the meeting.'

On unemployment, he said 'the institutions of the community, notably the finance council, were invited to take the study of the problem and its possible solutions further, with the help of the trades unions and the employers.'

Some of the EEC leaders in Luxembourg for the European council meeting on 1-2 April; left to right, (front row) Grand Duke Jean of Luxembourg, Luxembourg's foreign minister Gaston Thorn, Harold Wilson; (back row) James Callaghan, the Dutch foreign minister Max Van Der Stoel, the Italian foreign minister Mariano Rumor, and the Belgian foreign minister Renaat Van Elslande. (AP Wirephoto)

Plans for direct elections to the European parliament were also on the agenda, particularly the size of the parliament and the distribution of seats.

'Some progress was made on minor issues,' said Mr. Wilson, but no agreement was reached on the main question. Foreign ministers were therefore asked to do further work on the subject and to report back in July.

'They were also asked to study the Tindemans report on European union and to report back in November.'

Referring to the heads of government's discussion of a number of international questions, Mr. Wilson mentioned their statement welcoming the entry into force of the Lomé Convention on 1 April (see below).

EEC information

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EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Lomé Convention 'An exemplary undertaking'

The entry into force of the Lomé Convention between the 46 African Pacific and Caribbean states and the nine EEC member countries on 1 April was welcomed in a statement issued by the community heads of government meeting in Luxembourg on 1-2 April.

The statement expressed a 'profound conviction that the co-operation which has been brought about by means of the Lomé Convention constitutes an exemplary undertaking serving to reinforce close co-operation between industrialised and developing countries.'

The heads of government also reaffirmed 'the community's will to contribute through this initiative to finding a solution to the major problems of balanced economic development between the partners to this convention.'

UK coal and steel industries receive £165m in new community loans

Loans worth a total of £165 million have been granted by the European community to the British Steel Corporation and the National Coal Board. Approval of the loans under Article 54 of the European Coal and Steel Community Treaty was announced by the commission on 25 March.

BSC's Redcar and South Teesside works will receive a total of £150 million towards a major investment programme – the largest loan yet approved by the community under the treaty.

The loan will help finance the installation of a new 14m blast furnace and new coking plant at Redcar, as well as major improvements to the Lackenby steelmaking shop and to the rolling mills at South Teesside.

After completion of this investment scheme, BSC will be able to concentrate most of the iron and steelmaking of its Teesside and Workington group on modern facilities at Teesside. The Redcar/South Teesside complex should then be capable of producing nearly 5 million tonnes per annum of crude steel and would be established as one of the most modern coastal steelmaking centres in the European community.

Full terms of the loan have yet to be finalised, but the money will be allocated in instalments as the project progresses and the terms of each instalment will depend on prevailing market conditions.

The latest loan brings to nearly £390 million the total approved for BSC under Articles 54 and 56 of the ECSC Treaty since UK accession.

New drift mine at Pontefract

A further loan of £15 million will go to the National Coal Board to help finance the construction of a new drift mine on the site of the existing Prince of Wales colliery near Pontefract on the North Yorkshire coalfield.

The project, which is already under way, should enable the colliery to achieve an output of 1.3 million tonnes per annum by 1980-81.

The new loan brings the total of NCB loans approved by the commission to £143 million.

More on the EEC

Information on EEC matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Heads of the nine customs administrations' annual meeting

Heads of customs administrations of the nine EEC member countries held their annual meeting in Brussels on 25 March.

The informal meeting provides a forum for the EEC commission and the member countries to discuss common customs problems, and special attention was paid to implementing programmes set last year for simplification and harmonisation of customs legislation.

The meeting was chaired by Finn Gundelach, commissioner responsible for customs matters. Sir Ronald Radford, chairman of the Board of HM Customs and Excise, attended for the UK, together with Harald Christopherson, commissioner, Board of HM Customs and Excise.

Among the items discussed were the reduction and simplification of controls in intra-community trade and the documentation required. The simplification of customs nomenclature was also covered, together with the possible introduction of a single integrated tariff and work relating to the origin of goods. The harmonisation of national customs legislation was also on the agenda.

Copyright in the community

The position on British copyright within the EEC was explained by Lord Winterbottom in the House of Lords on 31 March.

Replying for the Government to a question from the Earl of Selkirk, Lord Winterbottom said 'community jurisprudence under the Treaty of Rome must be taken into account in determining the extent to which the traditional protection of copyright works offered by British copyright law can be used to prevent imports from other EEC countries.'

He explained that there had already been one case before the European court of justice in connection with gramophone records which had implications for copyright generally. But a fuller picture of the relationship between national law and the Treaty of Rome could be established only by successive interpretations of the treaty by the European court of justice.

Average price of milk in the EEC

Details of the average retail price of milk in EEC member states were given in the Commons on 30 March by Edward Bishop, Minister of State at the Ministry of Agriculture, Fisheries and Food.

Replying to a question from Robert Woof, member for Blaydon, Mr. Bishop explained that the prices in the table (below) had been converted to sterling at average monthly market rates of exchange. He pointed out that, owing to differences in milk quality and form of presentation as between countries, the figures could only provide a general indication of relative prices. The percentage price increases since January 1973 had been calculated from average prices expressed in national currencies.

AVERAGE RETAIL PRICES OF MILK IN EEC MEMBER COUNTRIES

Country	Date	Pence per pint	Percentage change compared with January 1973
West Germany	December 1975	11.6	+23
France	October 1975	10.0	+36
Italy	September 1975	9.9	+52
Netherlands	February 1976	10.4	+30
Belgium	December 1975	10.0	+35
Denmark	January 1976	10.5	+48
Irish Republic	February 1976	7.0	+52
United Kingdom	February 1976	8.5	+55

Source: National Publications/*Department of Employment Gazette*.

New EC Legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 650/76 amending the rate of exchange to be applied to the French franc in the agricultural sector (*Official Journal* L79, 25 March 1976).

Regulation (EEC) 651/76 amending Article 2 of Regulation (EEC) 571/76 following the fixing of a new exchange rate to be applied in respect of France for agricultural purposes (*Official Journal* L79, 25 March 1976).

Seeds and plants. The *Official Journal* C65, 20 March 1976, contains the text of the second complete edition of the Common Catalogue of varieties of agricultural plant species. This replaces the first complete edition which was published in the *Official Journal* C164 on 21 July 1975, in accordance with the provisions of Article 18 of Directive 70/457/EEC (*Official Journal* L225, 12 October 1970) and listed all the varieties, the seeds of which, in accordance with Article 15 and 16 of the directive are not subject in the EEC to marketing restrictions relating to variety, except in the cases provided for in Articles 15(2) and 19 of Directive 70/457/EEC. This second edition lists the varieties which, from 31 December 1975, are no longer subject to marketing restrictions relating to variety and will apply from that date in all the member states of the community. Copies of *Official Journal* C65 may be obtained from HMSO price £1.85 plus postage.

Fruit and vegetables. Regulation (EEC) 624/76 fixing the reference price for tomatoes for the 1976 marketing year (*Official Journal* L74, 20 March 1976).

Regulation (EEC) 625/76 fixing the reference price for cucumbers until the end of the 1976 marketing year (*Official Journal* L74, 20 March 1976).

Regulation (EEC) 660/76 authorising the supply to the processing industries of oranges withdrawn from the market and laying down the conditions for such supply (*Official Journal* L80, 26 March 1976).

Regulation (EEC) 661/76 fixing for the purposes of application of the system of import licences for preserved mushrooms the percentage applicable to the reference quantity (*Official Journal* L80, 26 March 1976).

Wine: Regulation (EEC) 673/76 amending for the ninth time Regulation (EEC) 1770/72 on detailed rules of application relating to the additional conditions with which imported wines for direct human consumption have to comply (*Official Journal* L81, 27 March 1976).

Oils, fats and oilseeds. Regulation (EEC) 676/76 amending Regulation (EEC) 1204/72 laying down detailed rules for the application of the subsidy system for oil seeds (*Official Journal* L81, 27 March 1976).

Milk and milk products. Regulation (EEC) 677/76 laying down detailed rules for the application of the system for compulsory purchase of skimmed-milk power provided for in council regulation (EEC) 563/76 (*Official Journal* L81, 27 March 1976).

EEC rules of competition

The results of the following judgements of the European court of justice relating to proceedings under Articles 85 and 86 of the Treaty of Rome have been published in the *Official Journal of the European Communities*:

Case 26/75: General Motors Continental N.V. v. Commission of the European Communities. The company appealed to the court of justice on 7 March 1975 against commission decision 75/75/EEC adopted on 19 December 1974 (reference DGIV 28.851) laying down that General Motors had infringed Article 86 of the EEC treaty by charging excessive fees for the issue of certificates and the inspection of Opel motor vehicles imported into Belgium. On 13 November 1975 the court annulled the decision and ordered each party to bear its own costs (*Official Journal* C23 of 3 February 1976).

Joined cases 40-48/73, 50/73, 54-56/73, 111/73, 113 and 114/73: Coöperatieve Vereniging 'Suiker Unie' U.A., and others v. Commission of the European Communities. The companies concerned had appealed to the court of justice during March 1973 against commission decision 73/109/EEC adopted on 2 January 1973 (reference DGIV/26.918) laying down that agreements relating to the marketing of sugar in Europe concluded between various groups of companies constituted infringements of Articles 85(1) and 86 of the EEC treaty.

On 16 December 1975 the court annulled certain parts of the decision, reduced some of the fines that had been imposed and in certain cases ordered the commission to pay the costs of the main proceedings (*Official Journal* C43 of 25 February 1976).

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET (tel. 01-215 5092).

Applications for copies of the 'Official Journal of the European Communities' containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Suspension of CCT on parts and components for aeroplanes and helicopters

Unladen weight exceeding 2,000kg but not exceeding 15,000kg.

The 13 February issue of *Trade and Industry* set out lists of applications for total CCT duty suspensions for parts and components for the construction, maintenance and repair of the VFW 614 and the F.27. The schedule for the VFW 614 (Schedule 1) has now been extended to include the items set out below.

If any UK producer has comments to make on the extended list, they should inform the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (tel. 01-215 5512) giving the information in the form requested in the 13 February issue. **Replies should be sent not later than 23 April 1976.**

CCT tariff heading	Description of goods
ex 85.15AII	VHF radio transmitter/receiver apparatus complying with Standard ARINC 566A
ex 85.15B	Radio navigational apparatus (ATC transponder)
ex 85.15B	Radio navigational receiver apparatus (Marker Beacon)
ex 85.15CIII	Control apparatus for the radio navigational and radio transmitter apparatus complying with Standard ARINC 547, 550, 566A, and 568
ex 85.22C	Flight data recorder complying with Standard ARINC 542, and parts thereof
ex 90.28A	DME indicator for the navigation equipment complying with Standard ARINC 568
ex 90.28A	Electronic flight direction indicator
ex 90.28A	Electronic position gyroscope (horizontal situation indicator)
ex 90.28B	Electric measurement receiver for the stall warning calculator
	The following apparatus for use in the Autopilot system:
ex 85.01AII	Electric positioning motor for moving the rudder
ex 90.28A	Position gyroscope
ex 90.28A	Electronic steering calculator for controlling the flight position
ex 90.28A	Electronic rudder calculator for the computing and sending of signals
ex 90.28B	Electromechanical control apparatus for the Autopilot system
	The following apparatus for the compass equipment:
ex 85.22C	Servo amplifiers
ex 90.28A	Electronic indicator for measurements with the magnetic compass
ex 90.28A	Direction gyroscope for the compass equipment
ex 90.28B	Electro-mechanical compass indicator (Radio Magnetic indicator)

Important to sell more textiles to EEC – Neil Carmichael

In a speech to the British Textile Confederation on 1 April, Neil Carmichael, Parliamentary Under-Secretary of State at the Department of Industry, stressed that it was particularly important for Britain to win a greater share of the European market.

He explained that if this country could sell more textiles to the EEC, the industry could face the future with confidence. He went on, 'revival both in the world economy and in textiles has begun. We look to you the industry to make the most of the coming up-turn.'

Pointing out that the Government could only help Britain's textile industry, in the long run, if it was competitive, Mr. Carmichael said the Government would continue to do all it could to help the industry, both with industrial policy and trade policy.

'I am glad to see,' he said, 'that three major sectors of the textile industry and the Government industry are included in the Government's industrial strategy. Our approach to the industrial strategy is action-orientated. The including of the industry in the strategy demonstrates our understanding of the major role it plays in Britain's economy.'

Future of trade marks in the EEC – CBI conference

A one-day conference on the future of trade marks in the EEC was held in London on 30 March.

Organised jointly by the Confederation of British Industry and the Trade Marks Patents and Designs Federation, the conference was held at the CBI offices in Tothill Street. Mr. D. E. Parker, chairman of the Standing Advisory Committee on Trade Marks, took the chair. The audience of industrialists, legal advisers, trade mark specialists and officials heard papers given by five different speakers.

Commission staff

Two speakers came from the staff of the EEC commission in Brussels. Dr. Johannes of the directorate-general for competition (DG IV) spoke on trade marks and the EEC rules of competition. Bryan Harris of the directorate-general for internal market (DG XI) took as his theme national trade marks and the proposed EEC trade mark. Two speakers from industry also presented papers: Mr. M. D. Snoxall of Unilever took as his subject using trade marks in a period of change, while Mr. N. A. Kirke of the Distillers Co. Ltd. spoke on passing off and unfair competition. Finally the CBI Senior Legal Adviser Ivor Hussey discussed trade marks and the consumer.

Overseas Visitors

The audience included overseas visitors from Switzerland and Norway as well as from five EEC member states.

Community telephone directory published

The first edition of a directory designed to enable companies within national boundaries to obtain supplies and services throughout the EEC has now been published in the UK. Altogether five separate language versions of the *Common Market Telephone Directory* have been printed.

Section one of the directory is devoted to economic information on EEC member states. It includes an organisational chart of community institutions and statistical data on markets.

Any company which either exports or imports products or services from the EEC is entitled to be represented in the directory and an alphabetical list of the names, addresses, telephone and telex numbers of all 95,801 of the included community companies is in section two.

A list of the 3,000 primary European product classifications and services under 1,000 classified headings appears in section three. Section four contains a list by product or service offered by the companies listed alphabetically in section two, but this time under country headings.

The directory, which is currently selling for £36 in the UK is available from the publishers, Distribution of European Information (GB) Ltd., 30-36 East Street, Bromley, Kent, BR1 1QU.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Anglo-European freight interchange at Wakefield

An impression of Britain's first Anglo-European freight interchange to be established at Wakefield's Whitwood Industrial Estate, close to junction 31 of the M62 trans-Pennine motorway. Details of the motorway-linked £15 million freight and distribution project were announced at a World Trade Centre conference attended by the Secretary of State for Trade, Peter Shore, on 29 March. When developed, the 60-acre site is expected to provide 1¼ million sq. ft of warehousing, distribution and assembly accommodation, together with ancilliary services, including bonded warehouses and customs facilities, shops, banks, a hotel and restaurant, medical facilities and an employment office.

Trade Information

First session of the Saudi-British Joint Commission

The First Session of the Saudi-British Joint Commission took place in London from 29 March-1 April 1976. The Joint Commission was established by the Memorandum of Understanding on Economic Co-operation which was signed in London in October 1975 by HRH Prince Saud al Faisal and the Rt. Hon. James Callaghan MP and the Rt. Hon. Peter Shore MP.

The Saudi Arabian Delegation was led by His Excellency Shaikh Abdullah Alireza, Deputy Minister of Economic Affairs, Ministry of Foreign Affairs. The British Delegation to the Joint Commission was led by John Caines, Under Secretary, Department of Trade. During his visit to London, Shaikh Abdullah Alireza held discussions with the Secretary of State for Trade, Minister of State for Foreign and Commonwealth Affairs (Rt. Hon. David Ennals), the Governor of the Bank of England, and the Director General of the British Council. Senior officials and representatives of the private sectors in both countries participated in the discussions of the Joint Commission.

The Joint Commission reviewed the whole field of co-operation between the two countries and has prepared a programme of action. It was agreed that the Economic Co-operation Offices in Riyadh and London would be used as a means of maintaining continuous contact between government agencies in both countries for monitoring this programme.

Agreed priorities

The Joint Commission agreed upon the main priorities for co-operation. Four main areas were outlined; education and training; industrial development; agriculture; and the development of infrastructure in Saudi Arabia. Both sides expressed willingness to co-operate fully in these areas, to the mutual benefit of both countries.

Education, training and the provision of experts

The availability of trained personnel from abroad and the education and training of Saudi nationals will be crucial to the successful realisation of Saudi Arabian development plans. The United Kingdom side expressed willingness to offer all possible assistance. A top level mission will be sent to Saudi Arabia in the near future to study these requirements in detail.

Infrastructure

The UK side offered to participate in a wide variety of projects in the following fields: new towns, ports, electrification, health and education, training, including vocational training centres, telecommunications, railways and roads. This participation was encouraged by the Saudi side.

Joint industrial development

The Saudi side drew attention to the opportunities for development in Saudi Arabia and to the importance attached by the Saudi Arabian Government both to the transfer of knowledge and experience to Saudi Arabia and to equity participation by foreign partners in joint industrial ventures. It was noted that with the support and encouragement of Her Majesty's Government 200 British companies had been identified as being interested in co-operation with Saudi Arabian companies; and of these, 60 were interested in joint ventures. Her Majesty's Government would wish to see an even greater response from United Kingdom companies.

Agriculture

The Joint Commission welcomed British involvement in the long term development of the agricultural potential of Saudi Arabia and expressed the desire that this should continue to be pursued and extended. Action is also in hand to pursue opportunities in agricultural research and training, vaccine and sera production and agricultural engineering; continuing encouragement will also be given to co-operation in the private sector in the supply of such items as machinery, cattle and seeds.

Further Information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Madagascar: British Embassy closure

Trade and Industry of 30 January referred to the closure of the British Embassy in Tananarive, Madagascar. A Vice Consul has now been established in the British Consulate at 5 Rue Lecrocq (BP 167), Bohorinika, Tananarive. Telephone 251 51; Telex 22334 Tananarive. He is M. Marcelin and will be able to assist British companies on commercial matters.

Inquiries: CRE tel. 01-215 5334.

UK/Spain: tariff arrangements

The interim tariff arrangements for imports from Spain into the UK as set out in *Trade and Industry* of 9 January 1976, page 103, have been extended for a three month period from 1 April to 30 June. The Order giving effect to this extension and to certain consequential amendments is the Import Duties (Spain) (Reductions) (Amendment) Order 1976 (SI 1976 No. 510), copies of which will be available shortly from HMSO.

Freeport, Bahamas: correction

The article on Freeport in the Bahamas which appeared in *Trade and Industry*, 5 March 1976, contained a reference to the Bahamas still enjoying Commonwealth Preferences. This is no longer the case since the Bahamas abolished Commonwealth Preferences in November 1975.

Inquiries: CRE tel. 01-215 5296.

Hints to business men booklets

Revised editions of the booklets on Brazil, Greece and Liberia have been published in the 'Hints to Business men' Series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU, tel 01-248 5757 ext 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel 01-267 1285.

Mexico – new industrial property law

A correction is necessary in the notice on the above law which appeared in *Trade and Industry* dated 24 March.

In the second sentence of the third paragraph the last part should read 'within three years of registration', not one year, and the first part of the last sentence of the penultimate paragraph should read 'Owners of existing trade mark registrations must submit proof of use within three years of the above operative date'. It is regretted that in the notice the period for submission of proof of use was incorrectly given as one year in both places.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1550: Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a further supplementary quota of 2,000 tonnes has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1975/76. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier. Licences issued under these arrangements will not be valid after 30 September 1976.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, the United States of America and Venezuela.

Inquiries: ILB tel. 01-603 4644, ext. 281.

Anti-dumping investigation – sugar beet harvesters from Czechoslovakia

The Department of Trade has accepted for full investigation an application under the Customs Duties (Dumping and Subsidies) Act 1969 against the alleged dumping of sugar beet harvesters from Czechoslovakia.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Any representations in connection with this application should be submitted in writing not later than 30 April 1976. Such representations, in summarised form and without attribution to the source, may be passed to the applicant for comment. Those making the representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking to treat in strict confidence and any representations, should be sent in writing to General Division, Department of Trade, Room 128, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Inquiries: tel. 01-215 3881.

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and *will remain in operation until the date shown in column 4 below* or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1 E6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
02.01	Tongues for use in the canning industry	Ox-tongues	30 June 1977	G/T 15830

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Tariff and Trade Notices

Belgium

Foodstuffs regulations. The *Moniteur Belge* No. 57 of 20 March 1976 published a decree dated 8 March 1976 concerning the maximum level of salt permitted in bread. The decree entered into force on 30 March 1976. Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Spain

Duty-free import quotas. The Spanish *State Gazette*, 24 March 1976, announced the following duty-free import quotas for 1976:

Tariff no.	Description	Quota in tonnes
47.01.A.3.a.2.b 47.01.A.3.b.1	Chemical pulp for the manufacture of newsprint	36,900
48.01.A.1	Newsprint intended exclusively for the publication of daily newspapers	75,000
48.01.A.2	Other	25,000

Any licences covering these products issued during 1975 will be deducted from the above 1976 quotas.

Inquiries: OTAR ext. 462/471/472/473.

Cocoa and chocolate: technical and hygiene regulations. The Spanish *State Gazette*, 20 January 1976, published technical and hygiene regulations for the production, distribution and marketing of cocoa, chocolate, cocoa and chocolate products and substitutes. Although these regulations have been approved and take effect as from 21 January 1976, a period of 18 months from the date of publication is allowed for adaptation of existing industries to meet the new requirements. During that period manufacturers may continue to use labels, packaging, etc., which do not comply with the new regulations.

The purpose of these regulations is to define for legal purposes cocoa, chocolate, cocoa and chocolate products and substitutes, and to lay down compulsory standards for those products. The regulations also apply to imported products. It affects all persons manufacturing, preparing, packing and marketing those products. Copies of the English translation may be obtained from OTAR Section. Inquiries: OTAR ext. 462/471/472/473.

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Portugal

Import surcharges. It is understood that the Import Surcharge scheme which was due to expire on 31 March will be extended until the end of the year. In addition some minor amendments to the list of goods affected may be made. No further details are available at present, but official confirmation from the Portuguese authorities is awaited.

Inquiries: OTAR ext. 458/461.

Yugoslavia

Global quota. It has been announced in the Yugoslav *Official Gazette* No. 9/76 that the global foreign exchange quota (GDK) for the first six months of 1976 has been granted to the value of ND 100 million for the import of raw materials, semi-finished materials and spare parts for Yugoslav industry.

Commodity quotas. According to *Official Gazette* No. 6/1976 quotas for 1976 have been established as follows for goods in the RK list as represented by the following Yugoslav tariff numbers:

09.01/1	50,000 tons
10.01/1b-2	500,000 tons
10.06/1a-2	
10.06/1b	
10.06/2	20,000 tons
17.01/1	
17.01/3a	
17.01/3b	150,000 tons

Import of equipment for fishing fleets. According to the *Official Gazette* No. 8/1976 the Yugoslavian Socialist Republics of Croatia and Montenegro are eligible as from 6 March 1976 for allocation of a special foreign exchange quota not to exceed 20 per cent of foreign exchange earned from payments made by foreign fishing vessels for fishing rights on the Yugoslav coast. The quota may be used for import of equipment not made in Yugoslavia which will serve to promote the Yugoslav fishing industry.

Inquiries: OTAR ext. 288/466/467.

Greece

Availability of foreign exchange. The Bank of Greece has announced that, with effect from 1 March 1976, it has authorised the commercial banks to grant foreign exchange without Bank of Greece approval for the following items:

1 Spares and fittings of engines up to US $200.
2 Medicines up to US $100
3 Books and subscriptions to magazines and newspapers up to US $200
4 Classified advertisements, commercial advertisements, publications and subscription fees up to US $200.

Inquiries: OTAR ext. 439.

Egypt

Lifting of import restrictions. The Egyptian authorities have announced that all products (with the exception of those mentioned below) will be allowed to be imported freely into Egypt. No import licence will be required if the value of the consignment does not exceed five thousand pounds Sterling (£5,000).

The import of the following products will be confined to the public sector:

wheat, flour, maize, beans, sesame, unpacked tea, sugar, oil, animal and alimentary greases, tobacco, cotton, cotton yarn, processes jute, coal (all kinds), petroleum and its products, chemical fertilisers, pesticides, military products requisites and arms.

The import of the following products is prohibited:

potato-seeds, ammunitions, processed explosives, detonation fuses, cords and capsules, detonators, stoves, technical fireworks for, eg ceremonies, sports, fireworks, signal missiles, mining-lamps, lighting ribbons, projectiles, inflammatory articles, other than those needed in industry, by approval of the Ministry of Military Production (BN 36.08), textiles from silk wastes, with the exception of neck-tie materials for industry (BN 50.10), raw flax (BN 54.01), uncombed and unfretted raw cotton (BN 55.01), cotton seed flowers (BN 55.02), cotton waste (BN 55.08), combed and fretted cotton (BN 55.04), cotton yarn unprocessed for retail sale with the exception of net-yarns, of the numbers to be fixed by the Ministry of Industry (BN 55.05), domestic linens, and tapestry textiles of weaving materials, shoes, and head covers, apparently second-hand and imported in single prices in bales, bags, or similar packages (BN 63.01), textile threads, thread wastes, ropes, rayons, and waste materials of these articles (BN 63.02), all residues with the exception of air-pressure guns, arms, ammunitions of the kinds, and powers not produced by military factories – the kinds and quantities to be imported are to be paid annually by the Ministry of Interior, within limit of the country's needs, and licences of carrying of arms (ch. 93), playing cards – flippers (BN 97.04).

No further information is available. Inquiries: OTAR ex. 458/461.

Cameroon

Dues levied at airports. Businessmen travelling to Cameroon will wish to know that it will now be necessary for them to pay an airport tax of 3,500 CFA francs when they leave the country and 560 CFA francs for internal air travel.

Certain other airport levies have also been amended. Inquiries: CRE tel. 01-215 5334.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Ivory Coast

Authorised importers. According to a recent Government decree DISTRIPAC – BP 20640 Abidjan has been appointed sole authorised importer of ordinary wines (tariff heading 22.05.34).

In addition meat, fruits and vegetables under the following tariff headings may only be imported by AGRIPAC – BP 4610 Abidjan: 02.01/02; 03.01.09 to 03.02.90; 07.01.09 to 07.01.50; 07.01.65; 07.06.10; 07.06.30; 08.02.01 to 08.02.09; 08.04.10; 08.06; 08.07.

Inquiries: OTAR ext. 472/471/473/462.

Nigeria

Food and drugs. A notice published in *Trade and Industry*, 12 December 1974, page 592, gave notice of a new Food and Drugs Decree. The following notice, published in the Federal Republic of Nigeria *Official Gazette*, 12 February 1976, took effect on 9 February 1976.

LN5 of 1976

FOOD AND DRUGS DECREE 1974

(1974 No. 35)

Food and Drugs Decree (Appointed Day) Order 1976

In exercise of the powers conferred upon me by section 21 (2) of the Food and Drugs Decree 1974, and of all other powers enabling me in that behalf, I, Colonel Dan Suleman, the Federal Commissioner of Health, hereby make the following order:

1 The day appointed for the coming into operation of the Food and Drugs Decree 1974 shall be 10 February 1976.

2 This Order may be cited as the Food and Drugs Decree (Appointed Day) Order 1976.

Inquiries: OTAR ext. 473/472/471/462.

NIGERIA

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Sierra Leone

Import licensing: exchange control. A notice in *Trade and Industry*, 9 January 1976 (page 97), announced publication of Government Notice 1309 – Application for Import Licences 1976 and Government Notice 1310 General Import Licence (No. 1 of 1976). The following notices have now been published in the *Sierra Leone Gazette*, 18 March 1976.

MINISTRY OF TRADE AND INDUSTRY
GOVERNMENT NOTICE NO. 264 – NOTICE TO IMPORTERS

Further to Government Notice No. 1310 dated 11 December 1975 all importers are hereby informed that for the importation of goods under General Import Licence No. 1 of 1976, ordinarily referred to as Open General Licence (O.G.L.) they are required to apply to the Exchange Control Department, Bank of Sierra Leone through their bankers for foreign currency *before* placing orders.

It should be noted that the total amount of foreign exchange available for importation of all goods during 1976 is very limited and in the circumstances the Bank will give priority to essential imports in preference to luxury items in allocating foreign exchange. It follows from the foregoing that some application will necessarily not be met in full and others not at all. Broad indications of what are considered essential commodities are:

Crude oil and petroleum products
Essential food items
Agricultural and raw materials and machinery for manufacturing industries
Mining equipment
Spare parts for machinery and vehicles
Pharmaceutical products
Building materials
Utility vehicles including vehicles for Ministry of Defence
Educational materials

Importers are consequently warned that in the current situation of foreign exchange availability the requirements for foreign exchange clearance to be obtained from the Bank *before* orders are placed will be strictly enforced. Importers who do not comply with this requirement will have only themselves to blame if they consequently encounter difficulties in making payments for their goods on arrival.

GOVERNMENT NOTICE NO. 267 BANK OF SIERRA LEONE
EXCHANGE CONTROL – NOTICE TO IMPORTERS

Importers are hereby notified that:

1 Consequent on the issue of Government Notices No. 1309 and 1310 dated 11 December 1975, issued by the Ministry of Trade and Industry, the Notice dated 17 November 1975; issued by the Bank of Sierra Leone is hereby rescinded and replaced by the following.

2 Applications for payment for goods imported under Specific Import Licences issued in 1976 should be forwarded to the commercial banks who will either remit the amounts under their authority or forward the applications to the Bank of Sierra Leone.

3 Applications for payment for goods imported under the Open General Licence should also be forwarded to the importers' bankers together with supporting documentary evidence, ie a schedule with supporting invoices and customs entries, showing the actual level of imports of these goods received by them in 1975, before orders are placed.

4 Payments for importation of goods based on 1975 Specific Import Licences may not be allowed, if the goods were *shipped* after 31 December 1975, unless the licences have been extended by the Ministry of Trade and Industry beyond 31 December 1975. Similarly, payments for goods under the 1975 Open General Licence may not be allowed if the goods were shipped after 31 January 1976.

5 *All* orders for goods above Le5,000 under Open General Licence must be referred to the Bank of Sierra Leone together with supporting *pro-forma* invoices indicating the payment terms *and approval obtained before* the orders are placed.

6 New regulations governing payments for imports have been issued to cover imports of goods shipped as from the date of this Notice under Specific Import Licences and the Open General Licence among which are:

i All applications to remit payments for imports should be on an Exchange Control Form A1 and should state, among other details required on the form,
  a the S.I.T.C. Code Number
  b the Specific Import Licence Number (if applicable).
ii Since procurement through buying agents tends to be unnecessarily expensive to Sierra Leone in terms of foreign exchange, importers are advised to make their purchases direct from the manufacturers or suppliers in the country of origin of the goods. Consequently, buying commission may no longer be allowed unless it is proved to be absolutely necessary.
iii Procurements of credit through overseas confirming houses are also expensive; financing commission and other such bank charges may, therefore, not be allowed. Payment of interest will only be allowed on usuance bills.
iv Importers are advised to negotiate with their suppliers, prices consistent with those ruling in the country of export for the quality and quantity of the goods being imported.
v No attempt should be made by the suppliers to build into the selling price of goods, buying commission and/or financial charges.
vi Unnecessary air freighting of goods in commercial quantities should not be undertaken.

7 Importers are advised to contact their bankers who will notify them in detail of the current procedures governing applications to purchase foreign currency for goods imported under Specific Import Licences and under the Open General Licence.

Inquiries: OTAR ext. 473/472/471/462.

South Africa

National keyboard for typewriters. The Council of the South African Bureau of Standards has approved a Code of Practice (SABS 0126-1975) for a standard South African keyboard. Many of the

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Telex: 668039

SOUTHAMPTON
Rooms 400/402, South Western House, Canute Road, Southampton SO1 1FF
Tel: 0703 32461/4
Telex: 477091

recommendations are in line with those prescribed by ISO/R. 2126. and ISO/DIS 3243.

Some details, including a copy of the layout of the proposed keyboard, are available.

Inquiries: CRE tel. 01-215 5274.

Aflatoxin in foodstuffs. Following the regulations that were issued controlling the use of aflatoxin in foodstuffs, details of which were published in *Trade and Industry* of 6 February 1976, the Minister of Health has now repealed regulation 41 *bis* of the Foodstuffs, Cosmetics and Disinfectants Act.

Inquiries: OTAR ext. 471/472/473/462.

Australia

Car imports. The Australian Government has issued a statement concerning the importation of motor vehicles. Details were not available at the time of going to print but will be published as soon as possible.

Inquiries: CRE tel. 01-215 5319.

New Zealand

Food and Drug Regulations. Various amendments have been introduced in the Food and Drug Regulations 1973, Amendment No. 2, which came into force on 5 March, 1976.

Loan copies are available. Inquiries: OTAR ext. 401/468/469.

United States

Escape Clause investigation into imports of mushrooms. The International Trade Commission has found that the industry is being threatened with serious injury by increased canned mushroom imports and has recommended that import relief be provided.

Inquiries: CRE tel. 01-215 5629.

Jamaica

Consumption duty on spirits, beer and cigarettes. Under the Consumption Duty Order, 1976, the Jamaican authorities have raised the rates of Consumption Duty on spirits, beer and cigarettes.

Additional consumption duty. Under the Consumption Duty (Additional Duties) Order, 1976, the Jamaican authorities have introduced an additional Consumption Duty to be levied on many items. Additional Consumption Duty rates are 10 per cent *ad valorem* on most of the goods affected, but duty rates on jewellery of precious metals and certain vessels and other craft are higher. A list of exemptions has also been published.

Inquiries: OTAR ext. 7312/456/457.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

A Priestman Mustang 120 excavator – part of an order for 31 machines worth, with spares, £750,000 – on its way from Hull docks to Indonesia. The order from the Indonesian Ministry of Public Works and Electronic Power was secured against vigorous competition, and involved several visits to the territory by senior Priestman personnel : an excavator was sent to Indonesia for demonstration. The machines will be employed initially on land reclamation work, for which Priestman has supplied extra-wide crawler track plates to operate on soft ground. The works of Priestman Brothers Ltd. at Hull is, conveniently, adjacent to the docks.

St. Lucia

Consumption Tax on beer. By SRO No. 9 of 1976, the St. Lucia authorities have amended the rate of Consumption Tax levied on certain beer and malt products as follows:

BTN item no.	Description of goods	Rate of tax
22.02.01	Malt beverage commonly known as 'Malta' and like products	50c. per L. gal.
22.03.10	Beer and ale	$3.33 per L. gal.

Import licences for wheat flour. The St. Lucia authorities have announced that import licences are now required for the importation of wheat flour.

Inquiries: OTAR ext. 7312/456/457).

Belize

New Customs tariff. Belize has adopted a single tier Customs tariff with effect from 20March 1976. No further details are available.

Inquiries from British exporters about this notice should be addressed to OTAR Section, Export Data Branch, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 7312/456/457).

Brazil

Reference prices on portable tools. Customs Policy Council Resolutions nos. 2,695 and 2,696, both of 4 February 1976, laid down reference prices on portable tools as follows:

Tariff no.	Goods	Reference price US $/kg/cif
85.05.01.03	Boring tools	17.70
85.05.01.99	Portable screwing tools	21.00

Inquiries: OTAR ext. 476/474.

Ecuador

Further extension of motor vehicle prohibition period. The ban on the import of motor vehicles has again been extended from 31 March 1976 until 30 September 1976 (see *Trade and Industry*, 16 January, page 175). There is no further information. Inquiries: OTAR ext. 474/476.

Argentina

Insurance of foreign exchange. Central Bank Circular RC 622 has established that as from 8 March 1976 the insurance of foreign exchange for payments of imports will no longer be required.

No further details are available. Inquiries: OTAR ext. 474.

Chile

Duty reductions – vegetable oils. Chilean Ministry of Finance Decree No. 173 published in the *Diario Oficial* on 17 March 1976 reduces from 25 per cent to 5 per cent the rates of duty for the following items:

15.07.01.01	Crude soya bean oil
15.07.02.01	Crude cotton seed oil
15.07.03.01	Crude peanut oil
15.07.04.01	Crude olive oil
15.07.05.01	Crude sunflower seed oil
15.07.06.01	Crude maize oil
15.07.07.01	Crude sesamum oil
15.07.08.01	Crude coconut or copra oil
15.07.11.01	Crude colza oil
15.07.89.01 (01)	Other oils for human consumption, used on tankers, crude
15.07.89.01 (02)	Other oils for human consumption, purified or refined

Inquiries: OTAR ext. 474/476.

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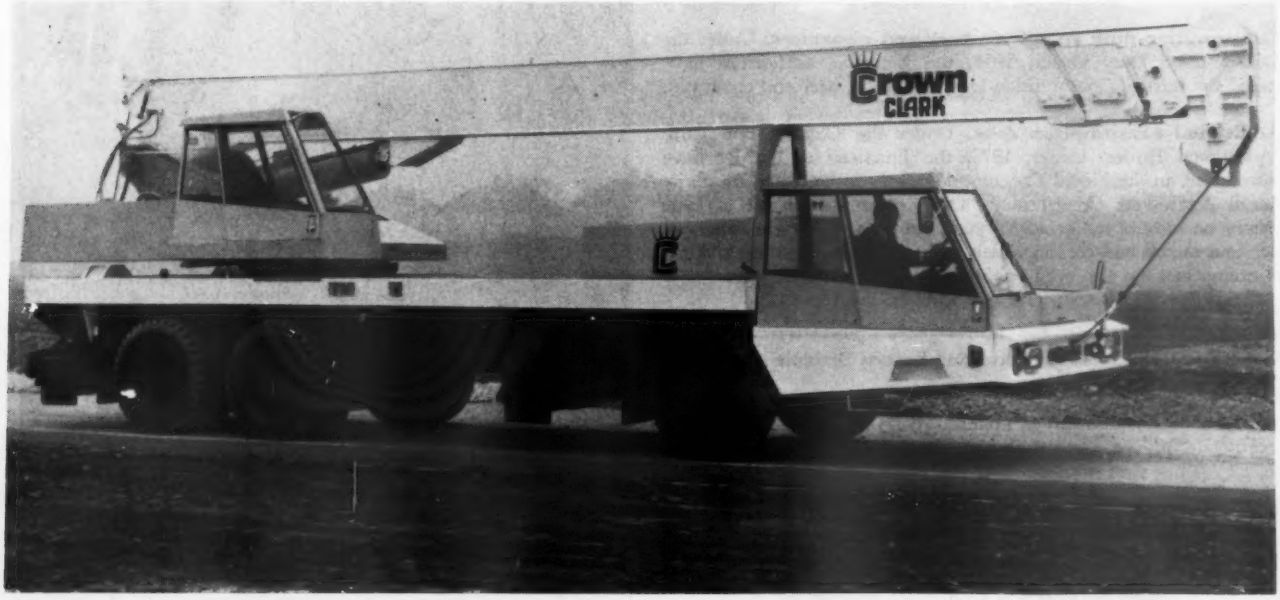
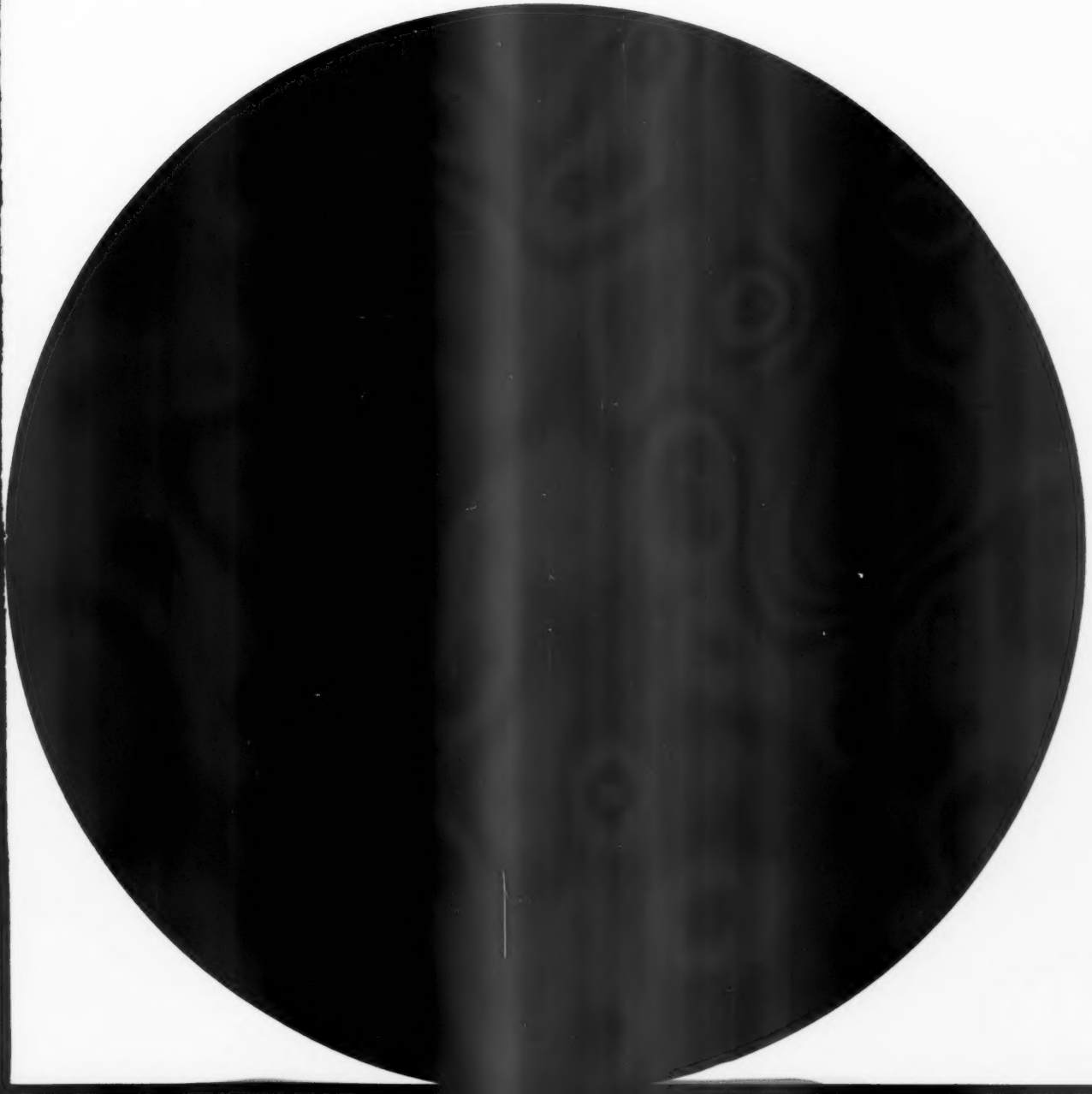


Within the next few months, full production of this 25-ton capacity crane – the Crown 725 CM – will commence at the new Alfreton plant of Crown Cranes Ltd. Before development began, Crown researched requirements at all known levels of market influence – crane hire companies, crane users and driver operators – plus the strengths and weaknesses of world competition. The Crown 725 CM is designed to comply with the standards of all main potential user countries. The machine has a maximum lift height of 122.7 ft and a maximum lifting capacity of 25 tons. It will lift 6-ton loads to 103 ft and 3.11 ton loads to 122.7 ft, with all lift capacities effective through a full 360°.

Into Japan special report



Myth: Japan is the land that has everything in technology

Myth: BOC is a company that exports next to nothing

Fact: Japan paid over £1M to BOC for 'nothing' last year

For one of the world's major industrial gas companies to sell a £1M vacuum to the country that has everything is a considerable achievement.

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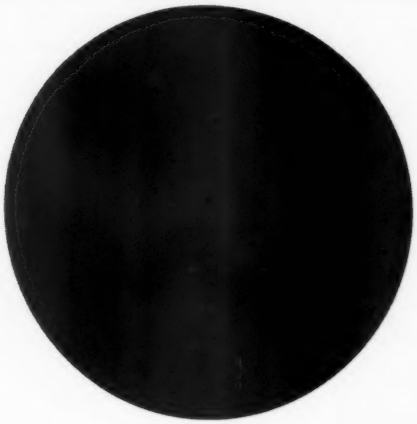

9 April 1976

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Trade and Industry

A country no British businessman can afford to ignore

Into Japan

by Peter Shore, Secretary of State for Trade

It is entirely right that 'Trade and Industry' should from time to time give prominence to Japan. This supplement is a useful reminder of the present and future economic potential of this great Asian country, its strength in world markets (including the United Kingdom) and of the opportunities its large home market presents to British exporters. From many points of view Japan is a country which no British businessman can afford to ignore: it is already the second economic power in the non-communist world – larger in population and GNP terms than Britain and France combined.

The exact rate of future growth has been a matter for much discussion in Japan. The recession brought an end to the extraordinarily high annual rates of growth of GNP recorded in the late sixties and early seventies, and the consensus that now seems to be emerging calls for a post-recession resumption of growth at more 'stable' rates than in the past. This will probably mean between 6 and 7 per cent – a high rate by European standards but one which, given Japanese conditions, is considered to be within reasonable reach at any rate for the next decade.

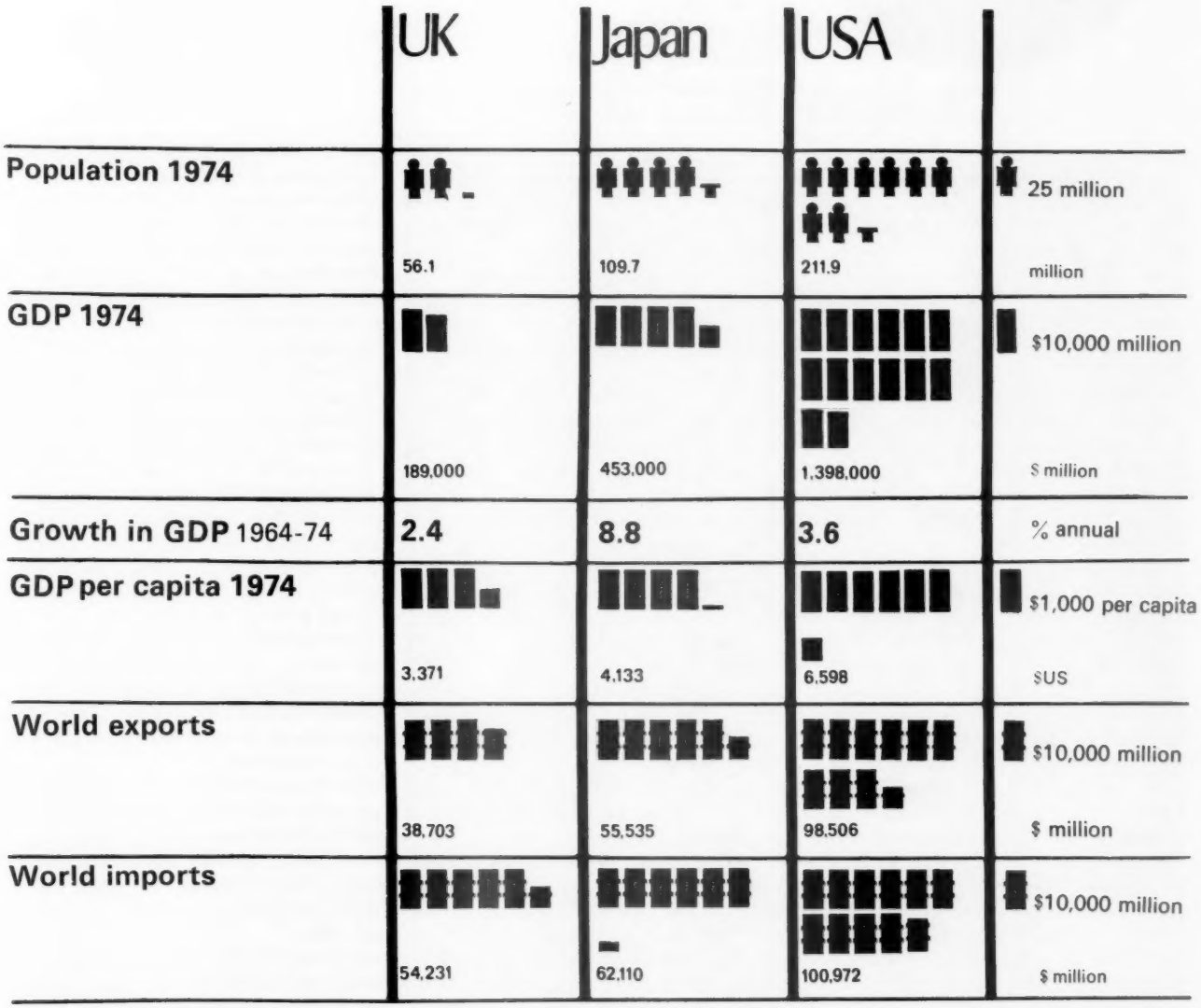
If this analysis is correct, it has considerable significance for Britain. It means that Japan's competitive power in the world will continue to increase formidably; it also means that as an industrial and economic base Japan should represent an increasingly attractive target for British exporters and that there should be new opportunities for collaboration in third markets.

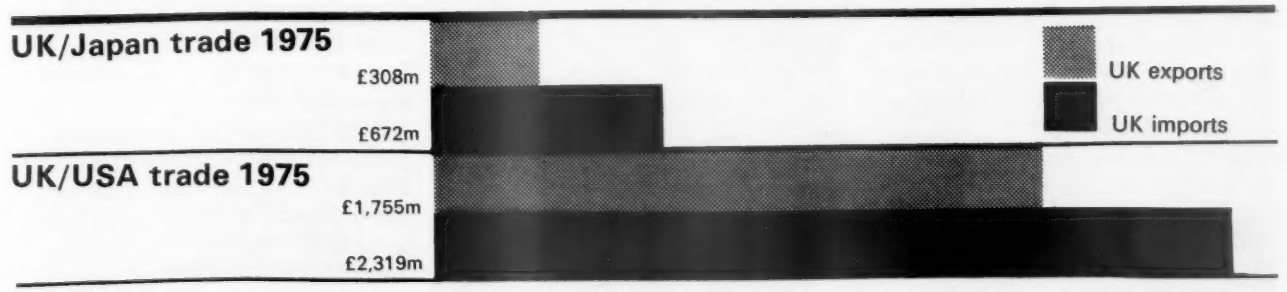
It is important to underline the fact that in the last two or three years Britain has woken up to the opportunity of Japan and has put in a most tremendous exporting effort. As a result of this effort our exports of manufactured goods in some areas have done very well, despite the recession, but as a whole last year's result (£308 million and a decrease of 3 per cent over 1974) must be regarded as disappointing, especially as Britain's imports from Japan registered an increase of over £100 million to reach £673 million. I cannot regard such a large and growing visible trade imbalance (£365 million in 1975) with equanimity, even if it is partially offset by a UK surplus on invisibles. I believe in the reciprocal development of trade rather than restrictions as much the better solution to imbalance.

My message to our exporters therefore is: Keep up the pressure; do not become discouraged; Japan takes time – but it can be very rewarding.

To our Japanese friends I would say: we must look to Japan to play her part in the balanced expansion of international trade. If we are to keep the British market open – and I am very conscious that a number of British industries are concerned about the impact of Japanese competition on output and employment – we must have equivalent opportunities for our own exports. Japan has been very successful in bringing inflation under control. In the coming months, in the light of reflationary measures which the Japanese Government has in hand, we can expect to see an increase in imports. This is the concern of Japan's major trading partners, as well as of the developing countries. It is certainly in the interest of building the closer trading relationship which the Governments of Japan and of the United Kingdom have often said that they want to see.

Comparative statistics





Into Japan

Why I am a Japan enthusiast

by
Geoffrey Nichols,
chairman,
Japan Trade
Advisory Group,
and chairman,
Rotaprint Ltd.

I was first attracted to Japan in the late fifties for solely business reasons – a need to develop additional markets for my company's products. In those days knowledge was limited of Japan and its potential as an importer of British goods. Export executives with experience of the Far East were few and were generally restricted to the very large companies.

Today the picture is quite different. Some 2,000 representatives of British industry have visited Japan under BOTB auspices during the last few years, and the number visiting under their own steam must be more than double that number. Japan, a nation of 110 million people, is a *must* in business terms for me.

The British people have been world traders for centuries – the Japanese are relative newcomers. That they will eventually buy freely from all over the world is a certainty. In fact, the last few years have seen a considerable change in their attitude to foreign products and in their customs tariffs.

Large trading groups dominate the import scene. Most readers will probably know the names of the big ten – there are in fact some 6,000 smaller ones. Many of these specialise in specific sections of industry such as electronic components, foodstuffs, textiles and machinery. British trading companies are also operating in Japan and provide excellent services offering market knowledge, sales organisations and technical back-up.

The Japanese islands are predominantly mountainous, thereby limiting the amount of land available for housing. Japanese homes, because of land shortage, are small by Western standards and give the impression that living standards are considerably lower than in Europe. The real difference is in the buying pattern of the population – lower expenses in the home, leaving more money for clothing, and consumer durables such as hi-fi equipment.

Japan has possibly the most highly developed educational system in the world providing its industries and businesses with trained manpower very much suited to today's sophisticated computer environment. The Japanese worker is extremely industrious and has a sense of loyalty to his company unsurpassed in any other country.

The loyalty of the Japanese worker is matched by the 'cradle to grave' employment approach of the large company, length of service playing a large part in the promotion system, in addition to the ability of the individual.

The financial structure of the Japanese is in many ways different from our own. The Japanese banking system, linked with the trading companies, provides something of the order of 80 per cent of the finance required to support industry. The banking influence on inter-company trading is considerable as companies within the 'sphere of the banks' lending' help each other in trade. Acquisition of companies for growth's sake is not normally carried out; take-overs have the appearance of mergers, shareholders and workers alike deciding that the move is in the interest of both companies.

Company investment in new and highly automated capital equipment is generally welcomed by all levels of employees who see its purchase as a means of raising levels of production, increasing the company's competitive position and, in consequence, an improvement in their own standard of living.

The Japanese Government also plays its part in the development of industry through its close connection with top industrialists, bankers and employees' federations. Top civil servants retire early, join the boards of industrial companies and are thus in a position to maintain close personal contact between commerce and government – lending support to the belief that when holding business discussions one is dealing with 'Japan Incorporated'.

Japan and Japanese industry is generally in the news these days primarily because of their export successes, their dominance of a particular market sector, their image of making all things better, cheaper and delivering on time. I do not begrudge them their 'industrial glory' – I do however believe that we manufacturers in Britain can achieve more sales, many more sales, of our products in Japan.

Japan with its 110 million people supports an economy approaching that of one-third of the common market or one-quarter of the United States, both large-scale importers of British manufactured products. Why should Japan not rank higher, in fact considerably higher, than it does at present in the league of buyers of British products? It is currently seventeenth, purchasing a little more than £300 million in 1975. Its population and industrial power suggests that Japan should certainly be in the first 10 and thus provide Britain with an export market of many hundreds of million of pounds more than it does today.

It is true that British exporters are paying more attention to the Japanese market than ever before. I doubt, however, whether the market ranks sufficiently high in our current exporting plans to enable us to exploit the potential to its full value.

Of course, it is not cheap, in terms of money or time, to make frequent visits to the market. But frequent visits are necessary if large-scale penetration is to be realised. The total market of the Far East is such that a well planned tour can easily become a very viable proposition. The results of sales visits to Japan coupled with Hong Kong and Korea will reduce selling expenses to an acceptable sum, especially if business package tour programmes are used for travel savings.

Time is of even more value. A rushed visit to Japan is of little benefit especially in the early days of sales co-operation. Much work has to be done on the

development of sales training and back-up technical services by those companies selling high quality engineering products. Time spent at the beginning is well spent indeed. The modern jetliner has reduced the journey to Japan to 18 hours or less: *Concorde* may in the near future reduce this by a further third. Once in Japan, other markets in the Far East with high density populations are within a few hours' flying time. These countries are aiming for industrial progress and will be considerable markets in the 1980s.

What are the prospects for the Japanese economy and what are the goods which are likely to be in demand in 1976 to 1980? The economy has, it is true, been seriously depressed during the whole of 1975 and is now only just showing signs of recovery. Despite all the difficulties, Britain has achieved a positive advance in its sales of engineering capital equipment in 1975. Much better, I should add, than our European competitors, who have seen their share of imports fall. Forecasting economic recovery anywhere is difficult. I believe however that the Japanese economy is now squarely based and heading for a period of expansion rather than headlong growth. The Japanese will therefore be looking for improvements in the quality of their life style, and products which help achieve this aim will be much in demand – pharmaceuticals, pollution control equipment, high quality consumer goods and home improvement products are likely examples. Above all the Japanese are looking for engineering equipment and machinery of advanced technology and design.

I am, it is true, a Japan enthusiast – enthusiastic about the potential market for British goods and services, enthusiastic too about the country itself and the courteous way in which business is conducted. I recommend the market whole-heartedly to British exporters. It's worth the effort.

An all-British exhibition of photographic, cine, TV and audio visual equipment at the British Export Marketing Centre in Tokyo last month. A group of 20 British firms, supported by the British Overseas Trade Board in conjunction with the British Photographic Group, were taking part.

Into Japan

The Japanese market in 1976

by
Sydney Giffard,
minister (commercial and economic),
British Embassy, Tokyo

How far and how fast will recovery go in the Japanese economy, and what does it mean for Britain? Before looking at possible answers to such key questions, it is worth considering how British exports have done in Japan during the period of recession. They have done extraordinarily well. It is true that the value of British exports to Japan declined by about 3 per cent in 1975 by comparison with 1974. But the value of Japanese imports as a whole declined very much more sharply than that. The value of Japanese imports from most of our Western industrialised competitor countries declined steeply. Our market share improved.

British exporter's achievement in recession

What is more, British exports to Japan actually increased in value during this last year of depression in a number of sectors which are of the greatest importance to us and of the greatest significance for our future performance in the market. Scientific instruments, for example, starting from a modest base, it is true, grew by 20 per cent in 1975; photographic equipment by 54 per cent; and exports from our aerospace industry, already firmly established in the market, by no less than 100 per cent. In a number of sectors, we more than held our own with manufactured goods of high technological, high value added content. It is here that the future must lie, though no-one forgets our strength in traditional lines. Many Japanese drink it, eat it and wear it every day.

It is very greatly to the credit of the British exporter that he has maintained his efforts in this difficult market during the time of depression, and the Japanese have noted this. The British exporters' performance in this market has not received all the credit it deserves, elsewhere. But it has created a favourable atmosphere in Japan in which to make some major advances when the pace of the upturn quickens. Naturally, the picture is not uniform. There are a few areas in which we have suffered defeats, but they can be recognised as areas in which, for one reason or another, the effort has not been so persistent or so imaginative as elsewhere. Generally speaking the perseverance which the British exporter has shown will benefit him substantially as soon as business activity resumes its normal level in Japan, and provided that we keep it up.

Outlook for full recovery

So when will the full pace of recovery come? Opinions are still divided. But as recently as December last, almost everybody was still gloomy. Now, for every observer who says that it will be Autumn before things pick up, there is another who says that they are doing so already.

The fact is that the scene is patchy. It is not only that some Japanese industries, like the automobile, electrical appliances and electronic manufacturers, fashion and food, are already doing well again, while other industries, mostly at the heavy end, are still working a very long way below capacity. Even within a single industry, patches of recovery can be found to offset sluggish areas.

What is certain is that the determination of Japanese industry generally to promote and work for recovery and renewed growth is undiminished. We cannot know what is going on in the planning departments of Japanese corporations. But we can be sure that new ideas are being devised, and we know that Japanese industry moves very fast once it sees an opening.

This is one of the reasons why visiting British missions have not found a lack of interest even at the worst times. Indeed, a time of depression is a time at which you will find that the Japanese industrialist and entrepreneur is more than usually willing carefully to consider new ideas, new technology, and new partnerships.

The official Japanese planning authorities forecast a rate of growth for 1976 of 5.6 per cent of real GNP. This is very modest by comparison with the past in Japan, although it would represent a strong recovery by European standards. The object is to achieve a stable growth rate which will not be subject to the extremes of depression which have just followed the astonishing growth of the sixties and early seventies. Though there are knowledgeable people who doubt whether the planned rate of growth can be achieved in 1976, there are others who take the view that once confidence returns recovery will be much faster than the economic forecasters are predicting.

Despite the Japanese Government's achievements in bringing down the rate of inflation and correcting the balance of payments, after the oil crisis, there are still serious problems. There are fears that reflation will bring inflation back. It is true that profit margins are now so low, and borrowing so high, that recovery will be difficult in some industries without some rises in prices. It is true also that the Spring wage negotiations may exacerbate these difficulties for some Japanese industries. On the other hand, over-capacity in most industries is such that price competition should counterbalance the threat of renewed inflation. There is also a recognition that wage settlements will have to be related closely to performance. Exports are already rising again. There is a growing confidence that recovery in the United States is firm, and this is all-important to Japan. Above all, there is still the dynamism and determination which counts for so much in the Japanese economy, and which can never be quantified.

Sydney Giffard with a Japanese visitor at a recent exhibition at the British Export Marketing Centre, Tokyo.

Future opportunities

Certainly, we shall not return to the mixture as before. There will be gradual but major changes in the Japanese economy. The recent preoccupation with the quality of life will open up new fields of activity, and will demand the employment of new technologies. It will also present expanding opportunities for British quality consumer goods, and high-technology products. There will be changes in the distribution system, and perhaps even in patterns of employment. It is this last possibility which has inhibited consumer spending during the depression. But change will be acceptable. Once the tempo begins to quicken again, the level of personal savings will drop below the present extraordinarily high rate of over 25 per cent, and consumer spending will add to the impetus already given to the economy by rising Government expenditure and exports.

How should we prepare to meet the new opportunities which recovery will bring for the British exporter? It would be a mistake to try to narrow down the field of opportunity. Not only will new ideas continue to find interest right across the board, as indeed they have done even during the depression; but there will also continue to be gaps in Japanese production, in themselves unpredictable but often substantial. At a time of rapid recovery, such gaps would be more than usually likely to appear, even in unexpected sectors. The guidelines which we can offer are not, therefore, for the most part, clear pointers towards product selection, though we can help here in detail, and we do get down to detail when we are asked to do so. The Commodity Officers in the Commercial Department of the British Embassy in Tokyo are as good at this as any of their counterparts anywhere in the world. But in the sort of general approach which can be attempted in this brief article, the pointers which we have to offer have to do with method. Some harder commodity pointers are given elsewhere.

Keep closely in touch with the market

Perseverance on a national basis has already been mentioned. If the Government services for exporters continue to be used in this market as fully as they have been used during 1975, with some 24 separate missions, eight joint ventures at Japanese exhibitions, and 10 specialised shows at our own unique British Export Marketing Centre, the signs will be good, assuming of course also that the level of visits by individual companies is at least maintained. The most important single recommendation as to method is that the British exporter should keep really closely in touch with this market. Where we have suffered unnecessary defeats in Japan, it has almost always been in large part attributable to a failure of communication and a loss of touch. Nothing is more often lethal.

Think big about Japan

It is also important to think big. The Secretary of State for Trade has himself stated that this market could be worth £1,000 million a year to us before many years are out. This kind of projection can be translated by every company with an interest here, into its own terms, perhaps into terms proportionately much more ambitious still. The effort should be seen to be a British effort. It would be a welcome development if, in the coming period of renewed business activity in Japan, an unmistakably British label could be put on to an increasing proportion of our collective efforts here. Control, confidence and communication: all could be improved that way.

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The Japanese market in 1976
continued

Into Japan

It would also be welcome if more British groups and companies felt able to show their corporate muscle in Japan. It is not so much a question of power, though it may sometimes be that, but a question of potential for development in the market. Too often, the Japanese are left to find out for themselves what the full capabilities of a British principal or associate may be: and too often, not surprisingly, they fail to see for themselves what could be done.

Use the experience which is at your service

A wider consciousness of corporate capability may often be equally important. Here, the ability of the Information Department of the British Embassy to introduce British names and British products into the Japanese press, both general and technical, should be noted. Every month, a stream of notices and articles, already translated into Japanese by the Embassy, are offered to appropriate Japanese journals, and every month the results are good. They include a satisfactory flow of new inquiries, as well as an improved awareness of corporate capabilities and of British industry's achievements as a whole.

This service is especially significant in Japan, but it should also be noted that the range of Government services with which British exporters are familiar are unique in at least two respects in this market. The first is in the activity of the Exports to Japan Unit of the British Overseas Trade Board, which does so much to make the market better known at home, and to assist those who wish to attack it. The second is the British Export Marketing Centre in Tokyo, whose smooth efficiency of operation is so often the subject of favourable comment by those who use its facilities whether as members of a group, for a specialised show, or for their own company alone.

It cannot be emphasised too strongly that these services are not the only channels through which the British exporter to Japan can obtain British help and British understanding. The British Chamber of Commerce in Tokyo is an active organisation with a great fund of experience to put at the disposal of members. The British companies already established and operating in Japan, the British trading houses, banks, wholly-owned subsidiaries, partners in joint ventures with Japanese companies, manufacturers' representatives and others with experience of working in or with all sectors of Japanese manufacturing and service industry, are generous with advice and assistance. It is a country in which experience counts. It is a market in which exceptional patience and understanding may sometimes be required. The value of the advice of those who have done well over the years, and who know what matters in Japan, is an asset of which their countrymen should take full account.

Japan matters

Some standard do's and dont's for operating in Japan are set out in British Overseas Trade Board and Department of Trade publications which are readily available in Britain. Any two markets are different. Japan is more different than most; and, because of her distance, mistakes are more costly here. It is doubly worthwhile doing your homework. But let there be no mistake about the opportunities. The scale of these makes it all the more important that the way in which the market is entered and its potential developed should be thought through from the start, in a strategy designed to meet the requirements of future years over a long term. Such a strategy must often take account also of markets other than Japan. Like ourselves, the Japanese are busy as a trading nation in every market of the world. Often we compete in third markets. Increasingly often, we collaborate. A strategy for the Japanese market itself can sometimes develop out of collaboration, or even out of competition, elsewhere. There are now few markets in which Japanese interests do not need to be taken into account. Control, communication and confidence are involved here, too.

The most obvious points of all can still be overlooked, and must bear repetition. Japan is immensely important. It is on the move again in 1976. It is no good trying to understand it from outside. It is no good trying to run an operation in it from a distance. It would be dangerous to ignore the significance of what goes on in Japan today for your industry tomorrow.

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Japan: no longer a strange land

by
Ben Thorne,
commercial counsellor,
British Embassy,
Tokyo

Into Japan

Since the British Export Marketing Centre opened two and a half years ago, 433 British companies have used its group exhibition programme to further their marketing objectives in Japan. Many others have booked the Centre and used it to stage private exhibitions and other promotions. There is still room for others and this article aims to show how the Centre can help.

When taking part in a group exhibition at the British Export Marketing Centre, a British company is receiving, in return for payment of a fee of £100, a total package worth thousands in terms of cash assistance, consultant advice of several kinds, and removal of the sheer drudgery of preparing to tackle what people still think of as a distant and difficult market. With qualified staff, on hand and in the Embassy Commercial Department, to smooth problems of language, custom, and different business methods, the Centre has proved immensely popular and there is a long queue of satisfied customers waiting to come back. However, it is the British Overseas Trade Board's wish that a good part of the Centre's available time should be used for helping newcomers to the market or for the launching of new products.

Why a marketing centre?

When the decision to open the British Export Marketing Centre was taken, early in 1973, the prime objectives were said to be to make it easier for the British exporter to study Japanese market prospects and to inform Japanese businessmen more fully about the great range of competitive products available from Britain. Japan was seen as a market of great promise and opportunity but it was recognised that there were two problems to overcome. British businessmen had long believed that Japan was too difficult and distant a market for them to tackle profitably. They had seen Japanese competitors in third markets and were tempted to draw wrong conclusions about Japan's home market as a result.

On the other hand, Japanese businessmen by and large believed that Britain was very good at producing Scotch Whisky, which they like very much, and men's suitings, which they believe to be the best in the world. For most other products they viewed other countries as the best source and they had little or no idea of Britain's technological abilities.

In the past two or three years we have been disproving these theories. At the Centre we have some 25 exhibitions under our belt ranging from such products as toys, carpets, furniture, food and audio equipment on the consumer side to marine equipment, aerospace, advanced electro-optics and laser technology, metrology, tools, medical equipment. Participating companies have ranged from the giants of British industry through medium sized manufacturers of all kinds down to quite small firms with special skills or technology to offer.

Success stories are numerous and one or two have been reproduced elsewhere in this special report.

This is what the Centre users have achieved:

Every newcomer has been enabled to negotiate with potential agents, distributors or licensees.

Many new products, especially in the engineering field, have been fully demonstrated in a way that no other existing facility would allow. Major business has flowed entirely or partially from these demonstrations.

Agents and distributors have been properly trained and relations with their sales/technical staff built up. Especially essential in Japan.

Replies to questionnaires issued at the end of each exhibition show that 125 exhibiting firms took a total of £3,537,000 of actual orders during the exhibitions and 316 firms forecast a further £18,211,550 over the ensuing 12 months. And some 35,000 Japanese businessmen have seen for themselves what Britain has to offer.

In the free time between group exhibitions a number of energetic companies or their local agents have booked the Centre and arranged their own exhibitions, lecture programmes, product presentations and even receptions. Amongst our customers have been Rolls Royce motors, Gordon Russell furniture, Jones and Shipman machine tools, Rank Taylor Hobson measuring equipment, Autoflow Engineering lens grinding machinery, Lucas Industries, the National Wool Textile Export Corporation, the British Tourist Authority.

Back-up services too

The British Overseas Trade Board does not intend British exporters to use the Marketing Centre as an isolated service. The full range of the Board's normal services to exporters is available to supplement what the Centre can do.

The process of becoming established in the Japanese market, as explained elsewhere in this Report, is likely to be lengthy and require a number of visits. We believe that we are evolving a package that allows British companies to tackle the Japanese market in the patient and determined way that is necessary yet without putting too great a strain on their resources. A typical pattern is for a manufacturer to be recruited to one of the group exhibitions about a year before the opening date. As a newcomer, the firm will be provided with background market research usually the work of professional consultants in Tokyo but sometimes prepared by the Embassy Commercial staff. Subsequently the firm will be approached by a representative of the General Export Services Branch or one of the Regional Export Offices to discuss the kind of help that is likely to be needed.

If the firm is entirely new to Japan, more specific enquiries about the opportunities

Ben Thorne, commercial counsellor at the British Embassy, Tokyo, on the stand of W. Vinten Ltd., at a recent exhibition of photographic equipment at the British Export Marketing Centre in Tokyo. With the firm's local representative he discusses the flexibility of the Fulmar pneumatic camera pedestal.

for the product in question will probably be recommended, perhaps in the shape of a preliminary agency enquiry. While the staff of the BOTB's Fairs and Promotions Branch are helping the company to plan its exhibition stand and to decide what to exhibit and how, a Commercial Officer in Tokyo will be considering what kind of prospects the company's products have in the marketplace and how the products could best be handled. By the time the company's two representatives – both senior and able to take on the spot decisions and probably one from the sales side and the other from the technical side – arrive in Tokyo, the scene will be set.

Life made easier

With no effort on the part of the company other than delivery to a London collecting point their exhibits will have been containerised, shipped out and delivered to the Centre in time for the representatives arrival.

The Centre's contractors will have built the company stand, displayed agreed graphics – all translated into Japanese – and unpacked all the exhibits in the bonded exhibition hall. All that remains is the final positioning arrangements, any necessary technical adjustments and and connections.

The Commercial Officer looking after the market requirements will ensure that suitable contacts wanting to handle the products come to the exhibition's opening reception and are introduced. The Centre's public relations consultants will have carried out detailed audience research and sent out a personalised mailshot of about 10,000 leaflets giving details of the exhibition and inviting selected people to visit. A considerable amount of publicity material will have been processed by the Central Office of Information and placed in the trade press along with some paid advertising. There will have been coordination with local trade associations and other bodies to ensure that news of the exhibition reaches all those who should be interested.

But still plenty to do

After a busy five days at the exhibition the newcomer will probably still have his hardest tasks ahead of him, following up contacts made to provide more detailed information before any commitment to the new product. A lucky exhibitor for whom everything has gone smoothly may by the end of the second week have concluded his agency arrangement and be ready to leave. In many cases, however, final arrangements may not be made for some considerable time: perhaps after the Japanese organisation concerned has paid a return visit to Britain, perhaps after the exhibiting firm has come back to Japan. The most important point to bear in mind is that it is personal discussion and presentations that make headway in Japan. Usually relatively little can be done by correspondence. Misunderstandings all too frequently arise.

Exploiting the openings

The company will now need to follow up. If there are problems in communication, the Commercial Officer in the Embassy who has been handling the case can be asked to check progress with a local contact. When the time comes for the next visit the company, if it wishes, can take advantage of the British Overseas Trade Board's sponsored outward mission scheme. In 1975 there were 24 sponsored missions to Japan. There will be a similar number this year. About half are organised by trade associations for firms within a particular product sector. The other half are organised by Chambers of Commerce and similar bodies, usually on a regional basis and covering a wide spectrum of products. It is normally possible to join one or another of these missions which enjoy BOTB's cash support and confer other group benefits. In a number of cases the organisation sponsoring a group exhibition at the British Export Marketing Centre has found that enough of the exhibitors want to return about a year after the exhibition to make it sensible for them to sponsor an outward mission. The exhibitors' group will form the nucleus but other firms may very well join in and benefit from the experience of those who are already along the road to marketing in Japan.

The third big step in a company's Japan marketing operation may well be participation in a second follow-up exhibition at the British Export Marketing Centre. The newcomer is now adjusted to the market and has reached an understanding with his agent or other representatives but there is still a need for marketing support.

Into Japan

Exhibiting at the Centre will allow the British firm to impart sales and demonstration techniques – possibly even service and maintenance techniques – to the staff of its agent or distributor. It may be an opportunity to meet the sub agents and dealers who make up the long distribution chain that is encountered in Japan. The company may be able to use the Centre's Conference Area to give technical lectures to the staffs of agents, distributors and dealers and even to end users. Small receptions can be held. Indeed, anything that is in the nature of a marketing technique can normally be successfully used at this stage and at low cost by utilising the Centre facilities.

Seminars too

It is worth mentioning that in the case of really high technology or in very specialist fields we try to arrange a seminar to accompany each Centre exhibition. These have been organised for subjects like medical equipment, electro-optics and lasers, and aerospace. They have proved extremely successful with high quality audiences attending, particularly because the BOTB will usually provide one or two speakers of international repute to give keynote lectures.

And joint ventures at trade fairs

Despite the flexibility and adaptability of the British Export Marketing Centre there are sometimes product ranges – like heavy machine tools – which cannot easily be accommodated and for which there are alternative exhibition possibilities in Japan. Although the number of good, well-organised international trade fairs in Japan is quite small, there are usually between eight and ten of these trade fairs each year in which participation would be beneficial to British exporters. In these cases the British Overseas Trade Board is prepared to support sponsored groups under its normal joint venture exhibition scheme which will be well-known to many readers. When participating in one of these joint venture groups a British firm will find that all the support services previously mentioned are equally freely available and that a similar low cost but highly effective marketing strategy for Japan can be evolved.

This exhibition of marine equipment at the British Export Marketing Centre, last year, attracted 19 British firms. Several were showing equipment for the first time in Japan. The exhibition was the second of its kind at the Centre. A seminar on marine equipment was held concurrently, seven UK companies taking part.

Plenty of information available

This is by no means the end of the services which the British Overseas Trade Board can offer to British exporters to Japan. Routine market and status information is freely available and can be obtained through General Export Services Branch or the Regional Export Offices. Numerous Market Research reports are available at moderate prices. There is an Exports to Japan Unit led by the former Minister Commercial and Economic of our Embassy in Tokyo and staffed by people who have worked in Japan.

In order to be really effective this attack on the Japanese market has to be planned a long way ahead. Missions are usually planned between a year and nine months ahead. So are joint ventures. The shape of the forward programme is given on page 23.

If you would like to talk about Japan please telephone: Exports to Japan Unit, British Overseas Trade Board, Hillgate House, 26 Old Bailey, London EC4M 7HU (tel. 01-248 5757 ext. 232 or ext. 7162).

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Into Japan

The British merchant in Japan: a neglected asset

There are many different routes open to the British exporter looking for entry to the Japanese market. One is through the long-established British trading companies. In the following article the chairman of the British Chamber of Commerce in Japan puts their case.

by
Peter Hewett,
chairman, British Chamber of Commerce in Japan

British merchants in the Far East are the direct descendants of the old East India merchants with long histories as flexible, resourceful – and successful – entrepreneurs. Japan is no exception in this: two British firms date their entry into the country from 1858 and 1861 respectively, well over a decade before the giant Mitsubishi Corporation was incorporated. The wonder is not that they are not bigger today than Mitsubishi but that they, and those who came later, have survived and prospered in what must be the world's most competitive and expertly manned commercial market. If an overseas manufacturer feels the pinch of Japanese competition in a third country, how hard does he think a British trader within Japan has to run?

It may seem a little unfashionable to speak now of East India merchants yet analysts and financial commentators have come increasingly in recent months to refer, when speaking of the UK's problems with inflation and balance of payments, to the loss of empire trade. Of course they use different words to describe the situation but that is what they mean. In the same theme, people have come to misrepresent that trade: the colonial traders did not force the colonies (or their uncolonised neighbours) to buy or sell goods against those peoples' will. Perhaps those early merchants knew a great deal more about 'marketing' than those who today hold university degrees in the subject. It is, after all, very simple: you offer the buyer what he wants and, if possible, buy what he wants to sell (if necessary selling it on to a third party or country). This simply is what the major Japanese corporations are now doing in a vastly expanded world. Historically, these British merchants in Japan have looked first to the UK as a source of goods to sell or interests to represent and a glance at the commercial port-folios of the merchant members of the British Chamber of Commerce in Japan would confirm this. Sadly, however, the post-years have seen a steady decline in these ties rather indeed as has happened in another thriving Far East market – Hong Kong. There the disengagement has been in parallel with a decline in Britain's share of that rich market. A decline, it is important to add, which cast its shadow before it for those percipient Hong Kong merchants to anticipate, rather than a decline which followed as a result of their withdrawal. Without departing too far from the subject of this article, it is worthwhile to recall that not long ago a visiting British VIP upbraided these Hong Kong merchants for their failure to sell more British goods against the competition offered by America, Japan, Germany and so on. Thereby, of course, he revealed the classic misconception, so widely held in Britain, of the motivation of manufacturers and merchants. A corporation, as some wiseacre remarked, might have no soul but if it is worth its salt it has a strong sense, not merely of survival, but of gain and, of course, growth with concomitant expansion of profit. At the time a senior Hong Kong 'Taipan' made the only possible rejoinder . . . 'Hong Kong was a gift to the British manufacturer and now it has gone to the . . . and this reflects on poor exports from Britain not on the agents in the Far East'.

Reserves and potential

In Japan, this failure to utilise fully the reserves and potential represented by resident British merchants can only have served to deprive Britain of many valuable opportunities and openings when the timing for doing so was much more auspicious than it is today – or has been over the past decade. One result has been that the British merchant has had to find new connections with countries other than the UK and is often no longer free to represent. This is a pity because so often there is no substitute for the fellow national resident abroad.

How did this failure arise? Was it neglect altogether or was it the result of a deliberate choice? Hard to answer: certainly in the late 40s and most of the 50s, the pre-war British merchants who had been quick to re-enter Japan (in so many cases on a shoestring and on pretty grudging sufferance by Gen. MacArthur's headquarters but sustained all the while by the optimism and, in short, guts of the British merchant abroad) suffered constant rejection by British manufacturers. These 'had enough to do to supply the home market' or there were 'more important overseas markets closer to hand'. Even, 'there's been a war on' was advanced: as if one living in Japan in those times was not fully, even hideously, aware of it. Commuting from the barely inhabitable outer suburbs along scarred and pitted roads through a belt anything up to three miles wide of desolate, charred sites left one in no doubt of that any more than did the extraordinarily valiant attempts on all sides of the Japanese people to lift themselves out of their devastation.

Going direct

Much later, after 'lineralisation' began in the 60s to the accompaniment of so many 'definitions', statutory regulations and administrative guidance that it in fact became increasingly difficult to obtain a trading foothold within the Japanese market, the British merchant was often brushed aside by those 'going direct'.

An important factor often overlooked in the 'going direct' equation is that the resident British merchant is predominantly staffed by Japanese – and very good Japanese at that. Moreover the accepted and admired Japanese traits of fidelity and consideration for other people ensure that the British manufacturer is in very understanding, tolerant and loyal hands indeed.

One Japanese senior executive of a leading British house, himself a prominent insurance broker of international repute, maintains affably and with infinite patience open-house in his extremely busy office for a constant stream of British visitors whose business is really of no consequence to him or his company whatever. He just happens to regard himself as an 'honorary Brit' – without the faintest intention ever to become anything but what he is: a Japanese of Samurai descent. The story can be repeated to varying degrees in any one of perhaps a score of resident British merchant companies: big or small.

Invisibles

Insurance brings us to the invisibles trade where Britain's favourable balance of payments with Japan does so much to make up for the adverse figures resulting from the visibles account. It is significant that the British merchant houses are so prominent in this lucrative and important business and certainly indicative of skills and market connections to which perhaps the British exporter of goods should pay more heed. He is sometime sadly ignorant or misinformed – a state in which the less scrupulous of his potential trading partners in Japan might well elect to leave him. Here, incidentally, the British exporter must ask himself 'where does my new trading partner's (or agent's) loyalty ultimately lie?' Moreover, in the very nature of so much invisibles business, physical goods which can be bought for re-sale at a profit are replaced by services and undertakings which cannot always be immediately quantified and therefore remain, well beyond the point of commitment, matters of mutual faith and trust, often without contractual cover. If the British merchant is so predominant in this sector of the Japanese market, is it not a pointer to his local standing – and success?

To offer

So having said all that, what does the British merchant in Japan offer?

1 Proof, by his very continued existence, that he knows his market and runs his business profitably.

2 Explicit communications and objective appraisal.

3 A staff which is shrewdly assessed and hand-picked for personal qualities that lend themselves to rapport with the ideals of Anglo-Japanese relations and with the objects of his trading: qualities, incidentally, which are rapidly developed by early secondment to the UK for training and subsequently fortified by daily association in 'our company'

4 Longhaul representation in the sense that the British agent is committed and trade in the products in question is immediately confined to those of the principal. It is doubtful whether a large Japanese trading company (Sogosha) per se can really afford to service its usually large overhead by too many such agencies which may require months or even years to nuture to maturity: leaving aside family commitments to associates involved in similar manufacturing. Hence the disappointment so often expressed by those who have returned to the UK from their initial visit full of confidence only to find a few months later that the personnel in Japan have all been changed, correspondence has dwindled to the odd cable and, the final blow, a Japanese competitor's products are being financed or even sold.

5 Acceptance, indeed respect, by the people and government of Japan.

6 Security, both in the conduct of business and, more important, in the eyes of so many Japanese (still a shy introspective people despite their worldly success) since the resident British merchant, who inevitably figures as an individual in the management of these companies, is without exception attuned to the nuances of the society in which he lives and can therefore be trusted to understanding, which is far more important, long term, than to 'accept'.

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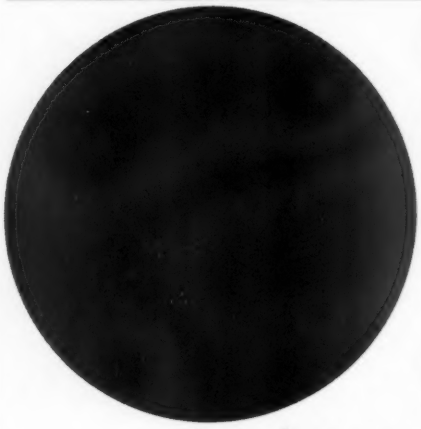

Into Japan

Prospects for invisibles in Japan

by
William M. Clarke,
director general,
Committee on
Invisible Exports

The City of London has been dusting down its crystal balls for several months now. Some are becoming clearer; others remain a little clouded. The questions the City are asking are simple: has the upturn in world trade really started and will it be sustained? The specific questions quickly crowd in too. Can the American economy pull the rest of us out of the deepest slump since the 1930s, and will Japan be the second of the large trading nations to recover?

Lucrative market

Increasingly the answer seems to be 'yes' to both the general and the specific. World trade probably lifted off the bottom last autumn, led by the US and Japan. If so, the lucrative Japanese market should be showing signs of activity once more. Not perhaps on the basis of the past decade, but still faster than most. And Government ministers in Tokyo have started to talk of growth rates of 6 per cent and above. They have also revealed that they expect the old Japanese trading pattern to be maintained through to the 1980s – only more so. In other words their surplus on visible trade is likely to go on growing but, and this is of prime importance to Britain, so is their deficit on invisible transactions (the result of trade in services of all kinds from the City of London's financial and commercial services at one end of the scale to those of the leading professions at the other).

Britain already has much to be happy about in invisible trade with Japan. She has been running a substantial surplus from invisible transactions for many years; secondly, this surplus has trebled in the past three years. Thirdly, the turnover of such transactions between the two countries has increased every year without fail for a decade. The result has been the growth of an invisible surplus for Britain from £70 million in 1972 to £195 million in 1974.

It was precisely to make preparations for the next up-turn in world trade that the City of London mounted a high level conference in Tokyo last summer led by the Governor of the Bank of England and the head of virtually every major City institution. A group of between 30 and 40 City experts spent a week in Tokyo discussing world financial and economic prospects and, more important, the best ways of expanding invisible trade between the two countries. Old contacts were renewed; new ones made. And it became abundantly clear how close these relationships had become. Perhaps one of the reasons for this is the unequalled range of services which the City of London can offer Japan. Another is that the City has a unique flexibility that enables it to adapt quickly to changing conditions. The City needs the Japanese trading companies; it needs the Japanese banks; the flow of Japanese tourists is equally important. The Japanese also need the City of London as well as British professional expertise (such as accountancy). It is this which is still regarded as a kind of interdependence which is the solid foundation for bi-lateral trade, invisible or otherwise.

Variety of activities

This invisible trade is made up of a variety of activities: from Japanese tourists visiting England to British equity investment in Japan; from the provision of banking services to insurance and reinsurance; from commodity trading to the flow of Middle Eastern oil to Japan through the intermediary of British companies.

London, Stratford, Edinburgh and many other British cities continue to attract both Japanese businessmen and tourists. The recession cut down the numbers from 138,000 in 1973 to 124,000 in 1974. But the estimate for 1975 is again close to 140,000. Expenditure on tourism is absolutely natural to a nation with a per capita income of over $4,000 a year.

Prepare yourself for a visit to Japan

A wealth of information about trading with Japan is yours for the price of a telephone call.
Details about British Overseas Trade Board booklets and other publications dealing with trade with Japan and export services is given on page 32.
For information contact: Exports to Japan Unit, British Overseas Trade Board, Hillgate House, 26 Old Bailey, London EC4M 7HU (tel. 01-248 5757 ext. 613).

Over the past 25 years, during which the Japanese economy has broken record after record doubling real gross national product every seven or eight years, the need for investment has almost never faltered. As everyone now assumes Japan is on the threshold of further expansion (even if at a lower rate than in the past) and will presumably continue to require flows of funds from abroad for many years to come.
The provision of such investment often involves the banking and other financial services available in the City of London. The formidable sums required by the Japanese trading companies and shipping companies to meet their mammoth expansion programmes, can most readily be raised in the City. This is precisely what the City is best at. British merchant banks have a long experience of leading the joint mounting of huge investment projects, of providing the international money (from the Euro-currency market largely based in London) as well as the essential services necessary to the servicing of these projects, and, later, the banking and management expertise to watch over the successful fruition of such projects.
So much for long-term money. At the shorter end, British banks have been active in financing not only Anglo-Japanese bilateral trade, but Japan's trade world wide too. This has been done in a variety of ways. First, sterling facilities have been provided by the clearing banks in London to Japanese banks. Secondly, dollar facilities for Japanese banks have been provided in London (as well as New York). Thirdly, British banks have carried out direct operations with the major Japanese trading companies in London, and indeed in other centres where branches of British banks are established. Finally, as we have already seen, British banks have organised syndicate loans for Japanese companies in the London market. One recent example of this was the syndicate loan of $64 million organised by Lloyds Bank International for a subsidiary of the Mitsubishi Corporation. Not only have British banks been quick to open representative offices and branches in Tokyo, Japanese banks themselves have been an integral part of the Square Mile for quite sometime. In fact, there are currently 23 Japanese banks in London.

Licensing and royalties

British shipping lines carry Japanese exports as well as British exports – and not only to Europe but all over the Pacific. A British owned regional airline earns substantial revenues from Japan Pacific traffic. Britain also earns large sums through the sale of technology and know-how – these revenues come through licensing and royalty agreements.
Apart from sharing the main characteristics of trading nations, Britain and Japan have much else in common. They are both highly industrialised; and both depend to a large extent on imports of raw materials as feedstocks for their industries. Here again the commodity dealers in the City of London have provided an indispensable service. London is the world price indicator for a variety of commodities including metal ores, diamonds, and many foodstuffs, all of which are essential to Japan. The British and Japanese economies are highly sensitive not only to changes in the price of nearly all raw materials; they are particularly influenced by changes in the price of oil. In the past, British oil companies have served Japan by channelling Middle East oil to that country. Japan has benefited from the smooth flow of an essential fuel; Britain has benefited through the steady stream of foreign exchange earnings.

The British Chamber of Commerce in Japan

Regular members, company associate and individual associate members, and UK associate members.

First Floor, Pola Aoyama Building 5-17, Minami Aoyama 2-Chome Minato-Ku, Tokyo 107.

Postal address: Akasaka P.O. Box 79, Tokyo 107.

Telephone number: (03) 402-6639.

The Chamber office is within the British Export Marketing Centre on Aoyama Dori.

Into Japan

Oceanic and offshore technology mission

by A. F. Pinnell, second secretary (commercial), British Embassy, Tokyo

Following the participation by 37 British companies in the Offshore Southeast Asia conference and exhibition at Singapore last month (*Trade and Industry* 12 March), the British oceanic and offshore industry has again shown its determination to seek new markets for the equipment, skills and technology developed in the hostile conditions of the North Sea. A mission sponsored by the Association of British Oceanic Industries (ABOI), and led by Mike Armstrong, ABOI's director-general, recently spent two weeks in Tokyo, meeting Japanese companies, trade associations and government agencies involved in the whole range of Japanese oceanic and offshore activities, from oil exploration to marine civil engineering work.

Although the mission was small, its members formed a representative cross-section of the industry. BAC (electronics and space systems group) found great interest in their consub unmanned submersible, which is far more advanced than anything the Japanese themselves have developed. Rolls Royce were seeking partners for a package deal offering their advanced gas turbine powered generators for offshore installations. David Mappin (offshore) Managements, with Seven Seas Engineering, were investigating the market for a new modular system of constructing offshore concrete structures. And NBA (Controls) Ltd. found their meteorological and oceanographic instrumentation equipment technically superior to products now available from Japanese manufacturers, and well able to compete on price with imports from Japan's other suppliers. Also represented on the mission, by Mr. J. Anderson, was the Department of Energy's offshore supplies office.

Main Areas

During the course of their visit to Japan the mission found there are three principal areas of interest: the Japanese search for oil and gas resources on their own continental shelf; Japanese companies' role in the exploration and development of these resources overseas, particularly in Southeast Asia; and activities related to coastal development, such as large-scale bridge and tunnel projects, harbour development projects. and offshore oil storage and industrial facilities. Although this year will see some increased oil exploration activity on Japan's continental shelf, and this could become big business if significant finds are made, it is perhaps the last two categories which offer most opportunities for British manufacturers. However only companies which can offer the best in technically advanced equipment or technology will find a market in Japan.

Rapid advance

The Japanese oceanic equipment industry has advanced rapidly since its beginnings some eight or so years ago, and is now highly competent technically, it lacks only the experience which the harsh necessities of the North Sea have provided for British companies.

This mission, successful as it was, was only the beginning – the first approach by a relatively new British industry to a totally new market. It was in effect the forerunner to an exhibition of British oceanic and offshore equipment which is to be held at the British Export Marketing Centre in Tokyo from 1-5 February 1977. This, too, is to be sponsored by ABOI, in conjunction with the British Overseas Trade Board. There will also be a technical seminar concurrent with the exhibition. For further details of this exhibition and seminar, companies should contact Mr. M. Armstrong of ABOI at 11 Dartmouth Street, London SW1H 9BW (tel. 01-930 1696) as soon as possible. Information on the Japanese market is also available in a report, 'The Japanese Market for Oceanic and Offshore Equipment' (see page 32).

Your contacts on Japan

In Britain

Inquiries about publications and all forms of BOTB-assisted export promotion activity in the Japanese market: Exports to Japan Unit, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel: 01-248 5757 ext. 613.

Inquiries about special problems concerning Japanese commercial regulations or trade restrictions: Japan Section, Commercial Relations and Export Division, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel: 01-215 5243.

Marketing inquiries relating to specific products: General Export Services Branch, Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757.

Inquiries about store promotions, joint ventures and individual Export Marketing Centre shows: Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel: 01-248 5757 ext. 7104, or contact your nearest Regional Office of the Department of Trade.

In Japan

General commercial inquiries to: British Embassy, Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo 102, tel: (03) 265-5511, telex J 22755 (A/B PRODROME).

British Consulate-General, Osaka: British Consulate-General, Hong Kong and Shanghai Bank Building, 45 Awaji-machi, 4-chome, Higashi-ku, Osaka 541, tel: (06) 231-3355, telex 522-5167 (A/B BRIOSK).

Inquiries about trade exhibitions to: British Export Marketing Centre, Pola Aoyama Building, 5-17 Minami Aoyama, 2-chome, Minato-ku, Tokyo 107, tel: (03) 402-6121, telex J 28666 (A/B UKTRADE).

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For information on doing business with Japan please contact our Tokyo Branch or A.S. Lawson, our Area Manager for Japan in London.

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Into Japan: five case studies

Into Japan

by
J. I. McGhie,
special adviser on Japan and head of Exports to Japan Unit, BOTB

The Exports to Japan Unit is charged with the job of advising on the Japanese market and helping as a rear link to the British Export Marketing Centre in Tokyo.

This work brings us into contact with scores of British firms at seminars and briefing meetings arranged by Chambers of Commerce etc. I have found rather often the need to overcome a vacuum in peoples' knowledge about Japan and to counter some out-dated images and latterly of course some understandable scepticism about advice to put in a marketing investment at a time of deep recession.

Not all realise that in terms of population and GNP Japan is considerably larger than Britain and France combined. Nor do they realise Britain already has a large stake in Japan through invisible earnings, the sale of technology, portfolio investment, co-operation in third markets and joint ventures, as well as in the more obvious field of direct exports.

Since the Japanese took steps to open up their market and began the process of providing reciprocity of trading conditions, the resident British business community in Tokyo has doubled. 'Invisible' exporters are certainly very visible on the ground. They run large and successful shipping agencies, banks, insurance companies, two airlines and a whole variety of trading and consultancy operations. But recently the most striking phenomenon has been the vast increase in the flow of 'visible' exporters to the market either under their own steam or under BOTB auspices.

It would be inaccurate and misleading to suggest that every firm that has tried its hand in Japan has succeeded. Nevertheless a substantial number have. An investigation this Unit carried out recently with a cross section of firms known to be active in the market revealed some surprising and encouraging features. It proved among other things that *despite* the recession, many British firms were doing very well indeed. It proved that coals (in the shape of desk top calculators, toys, photographic equipment and electronic goods) can be carried to Newcastle. It showed that despite the social and cultural differences between the two countries, an astonishingly wide range of British consumer products – which are noted for their high quality – are acceptable in the Japanese market.

Substantial orders

Although it is a general rule that it takes longer to become established in Japan than elsewhere, it showed that some firms have taken substantial orders on their first visit whilst others, to their bewilderment, have received such large orders that their production has become heavily 'Japan oriented'. One or two have told us that Japan has suddenly become their largest export market. All this led to the conclusion that it was right to advise companies to press on and not to wait for the crest of the wave before taking the plunge. So with their agreement we decided to publish the results under the title 'British Success in Japan.' The brochure included product studies as diverse as jet engines, gramophone turntables, flight simulators, industrial diamonds, chocolate, biscuits, beverages, the sale of technology and industrial know how and examples of joint manufacturing ventures in Japan and collaboration on major capital projects between Japanese and British firms in third countries, as well as a section on invisibles.

It is encouraging that some 1,500 firms have written to ask for a copy – after the publication had received press publicity. There is nothing like the sweet smell of success.

There are of course dozens of other British successes. I wish we could find space for them all. Meanwhile here are some interesting new case studies which deserve attention.

Submarine Products

A comparatively recent success story from a company specialising in underwater breathing apparatus

Submarine Products Ltd., of Hexham, Northumberland has been manufacturing and selling underwater breathing apparatus for commercial and sports use for 18 years and has contributed to the reliability and safety of such equipment by developing the use of polymer engineering in its equipment instead of conventional metals which after a period of time rust in the harsh seawater environment.

Last November, the managing director of the firm, Lt.-Cdr. Oswell, took part in the mission which the North-East Development Council organised to Tokyo and there received an order worth £10,000. The firm now looks forward to considerable business from the Japanese market having appointed as its agents Pro KK of Osaka. The agents were found for Submarine Products Ltd. by the commercial department of the British Embassy in Tokyo who, says Cdr. Oswell, were most efficient in setting up the arrangements.

Cdr. Oswell said that the market reports he received before the mission were quite pessimistic about the market for underwater breathing apparatus in Japan as so much is already made there, but he had the feeling that there was potential in Japan and decided to try to tap some of it. After all, he said, Japan has a long coastline; there is a lot of people in the islands and the waters are excellent for both undersea work and leisure purposes.

He found that the Japanese were very interested indeed in his equipment because it was technically more advanced than that available from the home market and its advanced characteristics enabled him to sell it even though the Japanese diving equipment is acknowledged to be very good indeed. He is shortly returning to Japan and expects this year to announce further new business.

Contact: Lt.-Cdr. H. H. B. Oswell, Submarine Products Ltd., Bridge End, Hexham, Northumberland.

Lindisfarne Liquer

A company with a maximum work force of 20. Participation in one trade mission has brought initial orders worth £25,000.

We are food and drink manufacturers whose only contact with Japan prior to taking part in a trade mission in late 1975 had been through inquiries from private citizens. As chairman and managing director I have travelled extensively on business over the past 15 years but the visit arranged through the North East Development Council was my first experience of such a mission and I soon appreciated the advantages of travelling as a member of a team. There are many instances when one is usefully able to exchange experiences and obtain advice.

From the business point of view my strongest impressions were of the fairness with which each potential client/agent dealt with the products on offer and of the help of the commercial officers at the Embassy. The appointments that had been made for me were with people who were genuinely interested in what I had to offer. This meant a great saving of time. All that was left for me was the essential selling operation and the selection of suitable agents.

I appointed separate agents for our liquor and food operations, both with main offices in Osaka. Orders have now been received to the value of £25,000 and these are only the initial reactions. The subsequent correspondence with companies suggests that our business with Japan will flourish and because of the success of this first visit I have put my name forward for a return trip later this year. This will be mainly to extend our areas of operation with the appointed agents and to strengthen an already cordial association.

I have also decided as a matter of company policy that all future export efforts shall be through trade missions whenever this is possible. I cannot praise too highly the help which I received from the commercial officers in Tokyo and Osaka.

Contact: Mr. J. M. Hackett, Chairman and Managing Director, The Lindisfarne Liquer Co., St. Aidan's Winery, Holy Island, Northumberland.

Glacier Metal

A London engineering company with an impressive record of successful licensing arrangements with Japanese manufacturers.

The company recently secured a breakthrough for British marine equipment. Orders for their award-winning Glacier-Herbert withdrawable stern gear system were secured for three 27,000 ton bulk carriers being built at Hiroshima for British operators. The orders were the first for Japanese-built ships and also for British ship owners. They were achieved against a background of nearly 20 years experience with Japanese industry.

The company's agency relationship with Okura Trading Co., began in 1959. The first licensing arrangement, with Daido Metal Co., was negotiated the same year. The agreement has continued unbroken – apart from royalty income, the value of plant sold to Daido over the years totals more than £2 million at present day prices – and culminated three years ago with the establishment of a joint licensing company to cover East Asia. Daido is now the biggest manufacturer of plain bearings in Japan and Glacier's relations with Daido are excellent and very close. Agreements covering (*a*) a specialised centrifugal filter and (*b*) access to patents to incorporate certain features in the design of ship propellers, followed with the Tokyo Roki and the Nakashima Propeller companies.

Experience has continually emphasised the importance of understanding the Japanese character and approach to business. Great importance is attached to honesty, integrity and the establishment of a strong personal relationship. The promotion of a product is met with a detailed assessment by the company and calls for patience in the anticipation of orders. A decision to take up a product means that production, marketing have been worked through internally. The essential is then attention to quality, delivery and packing specifications. One also needs to visit Japan frequently.

Contact: Mr. R. Herrmann, The Glacier Metal Co. Ltd., 368 Ealing Road, Alperton, Middlesex HA0 1HD.

Success for British marine equipment in Japan. The Glacier Metal Co. (AE Group) report that their award-winning Glacier-Herbert withdrawable sterngear system has been ordered for three bulk carriers being built at the Mitsubishi shipyard in Hiroshima. Here installation of a stern bearing is being completed.

Into Japan

BOC International

Considerable success with a wide range of advanced technology products

Sales in 1975 of £490.9 million again confirmed the company's global position as a manufacturer of industrial gases and associated equipment.

The group operates more than 100 companies in 43 countries. In Japan it established a joint venture with Nippon Sanso in 1970. A 50:50 partnership, Nissan-Edwards Shinku was set up to assemble high vacuum equipment and sales are now running at about £250,000 a year. Anaesthetic machines made at BOC's factory at Harlow, Essex, have also established an important place in the Japanese market.

In 1974, BOC took a 25 per cent holding in a joint venture with Koike Sanso to establish Koike-BOC. The company's main activity is in contracting for the installation of medical gas pipelines in hospitals and the sales of related equipment. In the comparatively short period of the joint venture's operation it has achieved a level of sales running at about £250,000 a year.

Other engineering products sold in Japan include welding equipment for the steelmaking, shipbuilding and automobile industries.

Maurice Unstead, general manager, British Oxygen (Far East) Ltd., Tokyo, speaking of problems of trading in Japan, says: 'Different standards and attitudes can raise problems. One must not rush fences when trying to establish sales outlets or even joint ventures.' He adds that he finds the import facilities 'extremely pedantic' and that export documentation 'must be meticulous'.

Contact: G. Metcalfe, BOC International Ltd., Hammersmith House, London W6 9DX.

Lyons Maid

From an initial market testing in 1974, the company aims for a tenth of take-home ice cream sales in the next three years.

The Lyons Maid story in Japan began in late 1973 – partly due to general company policy to concentrate on overseas development, partly to an awareness of a change in Japanese food tastes. Lyons Maid had the product and marketing know-how to match an increasing tendency for Western-style ice cream to make in-roads into the sales of the traditional Japanese product.

The prospect of a new market led to the establishment of L.M. (Japan) Ltd., a joint venture with two national companies, Kyodo Dairy Ltd., experienced ice-cream manufacturers, and Toshuko Ltd., offering established distribution and warehouse facilities. Technical and marketing staff from Japan visited the UK for production experience and test marketing began in October 1974 with the take-home market, representing 10 per cent of Japanese ice cream sales, the main target. The Lyons Maid range began to appear in some 40 major stores. Promotion was backed by participation in British trade weeks and the aim now is to turn a 200 million yen turnover in 1975 to 500 million this year and 1,500 million yen – about £2½ million – in three years.

With other Lyons group activities already established in Japan the company enjoyed initial advantages by way of contracts and a recognised standing in the market that might not be available to smaller firms. But quality of product, sales and marketing experience and technical know-how are seen as the main essentials for successful trading by the company and the sales opportunities are tremendous. Japanese businessmen are very thorough. Doing business with them calls for patience, but when you are dealing with a new company would you have it any other way? They are very open, very honest and very flexible in trying to meet the other point of view. Contact: Mr. D. Brown, managing director, Lyons Maid Ltd., Glacier House, 5-17 Hammersmith Grove, London W6.

Welding equipment has been a feature of BOC Internationals export success. This welding set is designed to speed and simplify vehicle body repairs.

Export promotion activities: British Embassy Tokyo

Trade missions to Japan

[ ] Provisional

	First working day	Leaves
1976		
British Furniture Manufacturers Export Club	31 May	12 June
British Food Export Club	7 June	16 June
Association of Hydraulic Manufacturers	6 Sept.	18 Sept.
Bristol Chamber of Commerce	13 Sept.	25 Sept.
Leather Goods	20 Sept.	2 Oct.
Building Materials Export Group to coincide with Heating, Airconditioning and Sanitary Engineering Exhibition	27 Sept.	9 Oct.
Edinburgh Chamber of Commerce	4 Oct.	16 Oct.
Development Corporation for Wales	12 Oct.	23 Oct.
Manchester Chamber of Commerce	18 Oct.	30 Oct.
[British Plastics Federation to coincide with 6th International Plastics Fair]	[23 Oct.]	[6 Nov.]
Luton Chamber of Commerce	8 Nov.	20 Nov.
Northern Ireland Chamber of Commerce	[15 Nov.]	[27 Nov.]
Merseyside Chamber of Commerce	29 Nov.	11 Dec.

British Export Marketing Centre programme of exhibitions

Title	Sponsor	Date
1976		
Processing and enlarging	The Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment	18 May-22 May
Gardening equipment	Gardenex	15 June-19 June
Audio equipment	Federation of British Audio	31 Aug.-4 Sept.
Pipelines/metal finishing	Engineering Industries Association	19 Oct.-23 Oct.
Sports and leisure	The Camping Trade Association of Great Britain	2 Nov.-6 Nov.
1977		
Oceanics/offshore equipment	Association of British Oceanic Industries	1 Feb.-5 Feb..
Medical equipment	British Hospitals Export Council	15 Feb.-19 Feb.
Jewellery and giftware	British Jewellery and Giftware Federation	1 March-5 March
Metrology and tooling	Gauge and Tool Manufacturers Association	15 March-19 March
Furniture	British Furniture Manufacturers Export Club	5 April-9 April
Automotive accessories and components	Society of Motor Manufacturers and Traders	10 May-14 May
Internal combustion engines	British Internal Combustion Engines Manufacturers Association	24 May-28 May
Housewares	British Hardware Trades Association	5 July-9 July
Waste disposal, incineration and recycling equipment	Process Plant Association	September
Lighting equipment	British Lighting Federation	October
Electro-optics and lasers	SIRA	November

Joint venture programme

Exhibition	Cut-offdate	Sponsor	Place	Date
1976				
Tokyo Pack '76		Institute of Packaging	Tokyo	3 Sept.-8 Sept.
* '76 Heating, Airconditioning and Sanitary Engineering exhibition	16.4.76	Building Materials Export Group	Tokyo	27 Sept.-1 Oct.
* Japan electronics show	14.4.76	Electronic Engineering Association	Tokyo	22 Oct.-27 Oct.
Scientific instruments show			Tokyo	12 Oct.-16 Oct.
1977				
[Internepcon]			[Tokyo]	
[Hotel and Restaurant show]			[Tokyo]	
[International Safety and Security show]			[Tokyo]	
[Anti-pollution exhibition]			[Tokyo]	
[International Boat show]			[Tokyo]	
[International Mechanical Handling show]			[Tokyo]	

* All these events will take place on the dates shown but joint venture assistance will depend on the amount of support shown by British industry. Companies wishing to participate should contact the sponsor by the cut-off date shown.

1976 department store promotions

Hankyu (Osaka)	confirmed
(Ginza, Tokyo)	unconfirmed

Market reports

Into Japan

Medical instruments and equipment

Imports into Japan have more than quadrupled since 1968 and this is considered to be a major area of opportunity for British suppliers. In conjunction with the British Hospitals Export Council and the DHSS there has been a steady programme of supporting activity for manufacturers trying to enter or expand the market.

Our major competitors are the United States and West Germany, both for historical reasons, and a major effort is necessary to persuade the Japanese medical profession and others of the quality and range of British products. Some successes have been recorded including the rate of growth of around 19 per cent in 1975 despite recession and there is the success of EMI in securing an order for 33 brain scanners worth over £7 million.

The principal reason for this growth is Japan's emergence as an advanced consumer society that can afford to pay more attention to social services. Better medical care and expansion of the hospital and clinic system have proceeded. Today there are 8,300 hospitals with over 20 beds giving 1.2 million beds altogether. Four hundred and forty of these are national and the remainder are local authority or private hospitals. Seventy-three thousand clinics, mostly privately managed, have another 260,000 beds. Medical care took 3.6 per cent of the gross national product in 1972 and should reach 5 per cent in 1980 involving the expenditure of over £12 billion at 1970 prices between 1972 and 1980 on provision of new hospitals, clinics, research institutions, etc.

Life expectancy has increased significantly and now is around 71 years for men and 76 years for women. Infectious diseases like tuberculosis have decreased and degenerative diseases have increased. Cancer, nervous diseases and heart diseases are now an important problem.

The medical equipment industry has been growing in recent years at around 20 per cent per annum and continued to

Agricultural machinery

Japanese farming today is closely co-ordinated through co-operatives and constantly searching for new ideas and technology. Britain's established reputation for reliability puts our manufacturers, large or small, into a very good position to enlarge an already enviable market share. Constant effort is necessary not only to expand exports but to preserve what we have. Known areas of interest include:

More powerful though not necessarily larger tractors of improved design.
Combine harvesters and haymaking machinery.
Silos.
Feed compressing equipment.
Manure handling/disposal/re-cycling equipment.
Sophisticated implements for grass and crop cutting.
Milk coolers.
Sophisticated vegetable harvesting and planting machinery.
Small, powerful, versatile machinery to speed up land preparation and harvesting.

Japan must improve food self sufficiency and quality for an increasing population with decreasing agricultural land area and decreasing agricultural labour. Improved yields from existing areas and greatly increasing automation and mechanisation will be sought. Farmers' subsidies are generous.

According to forecasts rapid growth in production of Japanese agricultural machinery will be matched or even exceeded by exports. A widening internal

Marine equipment

Japan has won most of the world's recent orders for ships and it is in Japan that the market for marine equipment will be found. Local manufacturers will try hard for orders, but in a buyer's market yards are more willing than hitherto to accept owners' specifications for imported machinery. It is therefore more than ever important for equipment manufacturers to press for this to be done. During 1974 Japan imported Y26,700 million worth of marine equipment from foreign countries and out of the total value, 81.4 per cent was installed in export vessels and re-exported and 45 per cent of total imports was either specified or supplied by shipowners.

Japan's Ministry of Transport is forecasting that new ship production in fiscal 1977 will amount to only 9,761,000 g/t on a launching basis. This represents a fall of 45.3 per cent from 17,830,000 g/t launched during fiscal 1974. The MOT also forecasts a substantial drop in demand for fishing boats which are mainly constructed by medium and small sized shipbuilders. In recent months, however, an increase in orders for bulk carriers up to 30,000 dwt, multi-purpose cargo vessels up to 20,000 dwt, liners and general trampers has been noted. These are intended as replacements for existing cargo ships. Of 190 ships ordered in the first nine months of 1975, 176 were cargo vessels (131 for exports). These orders will not fully compensate for the lost tanker business, as world-wide they will probably total about 10-15 m/gt per year over the next five years, plus a negligible volume of small/

Sterling figures quoted have been converted at a rate of 610 Yen to the £.

do so in 1975 despite recession. There are over 1,000 manufacturers mostly small to medium sized enterprises. Some large manufacturers like Toshiba and Hitachi have medical divisions and are particularly strong in products such as X-ray equipment. Other major companies may be attracted by this high growth rate and set up medical equipment divisions.

The market has its complications, not least the system of approvals by the Ministry of Health and Welfare. Distribution can be complicated but none the less several British manufacturers expect Japan to become their second largest overseas market in the near future. There must be prospects for many others.

Next in the series of seminars, missions and exhibitions aimed to help manufacturers into the market will be an exhibition with associated seminar at the British Export Marketing Centre in February 1977. The British Hospitals Export Council is recruiting for this event. It will allow contact to be made with a wide range of important people in the medical profession, including the major teaching hospitals whose selection of equipment is a most important cachet, as well as the usual range of agents, importers and distributors.

(£ thousand)

	1973	1974	1975 Jan-Nov
a Production	327,869	409,836	491,803
b Imports	26,665	44,582	45,634
of which from UK	1,413	1,870	2,143
(%)	(5.3%)	(4.2%)	(4.7%)
c Exports	51,909	78,048	81,950
of which to UK	887	1,244	1,136
(%)	(1.7%)	(1.6%)	(1.4%)
d Market size (a + b − c)	302,625	376,370	445,487

gap will have to be filled by foreign equipment. Dependence on imports may rise to 6.7 per cent (£49,180,328) in 1985 and 7.2 per cent (£65,573,770) in 1990.

Britain dominates the large tractor market, almost exclusively supplied by foreign manufacturers, with 60-70 per cent of imports. In the future there is likely to be growing competition from Japanese makers. Four of the seven majors have ties with foreign manufacturers as follows: Kubota – Fiat, Yanmar – John Deere, Iseki – Zetoa, Komatsu – International Harvester.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	406,636	766,500	632,270
b Imports	17,729	35,754	31,662
of which from UK	7,954	13,282	13,621
(%)	(45%)	(37%)	(43%)
c Exports	18,351	34,942	28,745
of which to UK	151	233	415
(%)	(0.8%)	(0.7%)	(1.4%)
d Market size (a + b − c)	406,014	767,312	635,187

medium sized tankers. Japanese yards will therefore also be bidding strongly in other areas such as LNG carriers, LPG carriers and oil exploration and drilling ships. A reasonable demand for marine equipment for such vessels can be expected, particularly deck machinery, navigational equipment, electrical machinery, and fittings for accommodation and galleys.

In conditions of such keen competition it is of the utmost importance that British companies meet their promised delivery dates.

(£ thousand)

	1973	1974	1975 (Jan-June)
a Local production	894,459	1,326,770	714,100
b Imports	26,793	43,779	27,266
of which from UK	5,128	7,146	4,793
(%)	(19.1%)	(16.3%)	(17.6%)
c Exports	81,223	109,539	74,030
of which to UK	1,974	4,703	1,326
(%)	(2.4%)	(4.3%)	(1.8%)
d Market size (a + b − c)	840,029	1,261,010	667,336

Into Japan

Market reports
continued

Clothing

Britain's image in the clothing sector in Japan is one of high quality materials, with conservative designs and colours. Household names in Britain for men's and children's wear are already well established in Japan, but we have not been so successful in women's wear. Here France and Italy have the edge, with their reputation for design and cut, and are also eating into the market for fashion knitwear, where Britain has traditionally been strong.

The resilience of the clothing market has been a feature of the recession in Japan

Fashion jewellery and accessories

In the middle of the worst recession in the post-war period, fashion jewellery and accessories have shown a higher growth rate than any other section of the consumer goods market. Sales in 1975 should be more than double those in 1973.

Younger Japanese girls are now thoroughly Westernised in their fashion sense. The market for fashion jewellery is therefore increasing year by year.

Japan's manufacturing capacity in the

Sports goods, boats and yachts

Although recession had its effect, sports and leisure goods generally fared rather better than other consumer items. The spread of the five-day week especially among higher-income groups makes this a most promising area.

Golf equipment, including clubs, from Britain did rather better than overall imports but the market is heavily overstocked with clubs and this may take some time to clear.

The marine pleasure industry is growing steadily, despite shortage of mooring, etc, facilities. About 100,000 boats and yachts are now in use, 90 per cent being power boats. Foreign designs have prestige appeal and there are prospects for sale of design know-how as well as complete boats. British accessories are well-regarded and there are opportunities for specialist clothing.

Camping, hiking and mountaineering are becoming very popular. There are good prospects for high-quality, well-designed specialist equipment and clothing especially that with an international brand image.

A recent report suggests an important latent market for health and gym equipment in Japan.

Skiing is a major industry in Japan but Britain seems not to have the necessary cachet to sell. Similarly it is difficult to make much headway in team game equipment and clothing although internationally branded goods should have a chance.

Oceanic and offshore equipment

Consumption should continue to increase by about 17 per cent p.a. until at least 1978. The USA is Japan's largest foreign supplier, with 62.5 per cent of imports, followed by the UK (13.7 per cent), West Germany (5.5 per cent) and Norway (2.5 per cent). Domestic industry is now capable of producing most conventional equipment. For more sophisticated equipment, end-users still rely on imports. Although British equipment is relatively unknown in Japan, the successful development of North Sea oil has led to much greater interest in Britain's capabilities.

The Japanese government's energy policy has a primary objective of diversifying the country's sources. Exploration for offshore oil, both on the Japanese Continental Shelf (where 10 Japanese oil companies are presently carrying out geophysical surveys or test drillings) and overseas has increased. There have already been two finds in Japanese waters. One is due to start production later this year. The other, at a depth of 160 metres, is still being evaluated, and offers opportunities for deep-sea production technology. Test drilling is also to commence this year in three other areas with potential. The northern island of Hokkaido is of particular interest to British companies since conditions there are similar to the North Sea.

In South East Asia, it is estimated that oil production in 1985 could reach 11.5 million barrels per day, requiring a total investment of some $80,000 million. Japan, can be expected to play a major part in this development.

Japanese oil companies have at least 40 overseas exploration projects in progress,

Audio equipment

The main opportunities are in very high quality, technically advanced equipment. BSR is the major success story with volume sales of charger units to all the major Japanese manufacturers of audio/

and despite the gloom surrounding the textile industry, those companies specialising in the manufacturing of ladies' fashion garments have reported sales increases of between 20 per cent and 30 per cent in 1975 over 1974. There remains tremendous potential for growth and this is an area which British manufacturers should not ignore.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	1,580,403	1,693,428	1,248,347
b Imports	255,377	394,321	180,139
of which from UK	4,069	6,790	4,611
(%)	(1.6%)	(1.7%)	(2.6%)
c Exports	164,492	157,053	113,770
of which to UK	3,152	3,075	3,052
(%)	(2%)	(2%)	(2.7%)
d Market size (a + b − c)	1,671,288	1,930,696	1,314,716

field is weak, and there is a golden opportunity for British exporters to establish themselves in the market. One way would be for them to participate in the Jewellery and Giftware exhibition at the British Export Marketing Centre from 1 to 5 March 1977. Applications to: The British Jewellery and Giftware Federation.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	163,930	245,895	221,306
b Imports	4,236	7,438	7,713
of which from UK	559	988	862
(%)	(13.2%)	(13.3%)	(11.2%)
c Exports	4,010	5,167	3,388
of which to UK	328	425	208
(%)	(8.2%)	(8.2%)	(6%)
d Market size (a + b − c)	164,156	248,166	225,631

The byways of sport and leisure are worth looking into for manufacturers with a specialist product. Market reports on (i) Boats, Yachts and Related Accessories, (ii) Health and Gym Equipment and (iii) Sporting and Leisure Goods are available from the General Export Services Branch of the Department of Trade. There will be a Sports and Leisure Exhibition at the British Export Marketing Centre 16-20 November 1976. Applications to: The Camping Trade Association of Great Britain Ltd., Fulwood House, 12 Fulwood Place, London WC1N 6HR.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	925,979	1,172,241	1,115,110
b Imports	49,068	59,305	51,289
of which from UK	4,469	4,611	3,275
(%)	(9%)	(7.8%)	(6.4%)
c Exports	46,594	39,953	44,004
of which to UK	2,036	2,338	2,046
(%)	(4.3%)	(5.8%)	(4.6%)
d Market size (a + b − c)	928,453	1,191,593	1,122,395

half offshore. These companies use international contractors for geophysical surveys and for drilling, diving and supply services giving opportunities for British companies to participate.

Other projects in the oceanics/offshore field in which Japanese government and industry are concerned include hydrographic surveys; the development of ocean resources and energy – desalination plant, the extraction of uranium from sea-water, research into wave power; the utilisation of ocean space for petroleum production and storage; waste disposal plants; airport facilities, etc: and major coastal civil engineering, such as the Y2,000,000 million project to span the 30km between Japan's main island of Honshu and the island of Shikoku with 18 separate bridges. All these projects will require advanced equipment and technology, which Japan will be eager to acquire from overseas. Comprehensive statistics are not available; the figures give some indication of the size of the Japanese market for oceanic and offshore equipment.

(£ thousand)

	1972	1973	1974
Sales of domestically produced oceanic and offshore equipment in Japan	160,866	179,367	223,061
Imports of equipment	38,546	41,798	61,118
Export sales of domestically produced equipment	36,062	50,272	76,134
Consumption	163,350	170,893	208,045

Source: Sales – Japan Machinery Federation Imports and Exports – Ministry of Finance statistics.

stereo/hi fi equipment and recently penetrating into the local retail market. British speakers are much appreciated. The second Audio Equipment Exhibition is to be held at the British Export Marketing Centre from 31 August to 4 September, when another full house is expected. British audio companies not participating in the exhibition could nevertheless benefit from the spin-off by visiting Japan at that time.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	1,512,392	n/a	n/a
b Imports	33,966	47,738	63,675
of which from UK	2,802	2,977	2,366
(%)	(8%)	(6%)	(3.7%)
c Exports	489,941	537,879	699,742
of which to UK	37,996	32,061	22,817
(%)	(7.7%)	(6%)	(3.3%)
d Market size (a + b − c)	1,056,417	n/a	n/a

Case studies
continued

Into Japan

Metal finishing equipment and materials

The market shape is about 60 per cent chemicals and materials, 30 per cent finishing equipment and the balance miscellaneous. Within these two areas, further breakdowns are:

Finishing equipment

Plating equipment and metal surface pre-treatment equipment	14.8%
Coating equipment	6.2%
Heat treatment and other equipment	9.4%

Pollution control equipment

Japanese determination to overcome immense environmental problems is exemplified by rapid growth in their pollution control industry. About 100 firms are making pollution control equipment, although a few leading companies dominate the industry. The table shown is an estimate by the Industrial Structure Council (a MITI advisory body) of the growth of the Japanese industry.

The Council's report foresees no significant imports except for measuring and analytical instrumentation, licensing agreements or joint ventures being the principal means of access for foreign companies, probably because the bulk of procurement will be in the public sector. Progress has already been made in combating air pollution but water treatment and waste disposal offer good opportunities for advanced technology.

Water pollution is Japan's major environmental problem. Increasing demand for industrial and domestic water has led to increasing waste water discharge into inadequate sewage systems or, untreated, into public waters. A disturbingly large proportion of Japan's natural waters fail to meet the Environmental Agency's public health standards. Japan also expects a substantial water shortage by 1985. Remedial measures include:

Construction of improved sewage treatment facilities. The fourth 5-year

Western furniture

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	785,356	869,557 (est.)	n/a
b Imports	19,120	31,271	15,826
of which from UK	348	843	357
(%)	(1.8%)	(2.7%)	(2.3%)
c Exports	11,183	9,157	5,039
of which to UK	30	31	10
(%)	(0.3%)	(0.3%)	(0.3%)
d Market size (a + b − c)	793,293	891,671	n/a

With the trend towards Westernisation of the Japanese way of life, it is hardly surprising that imports of furniture expanded rapidly in the five years to 1974, from £1.6 to £31.2 million, and observers consider the decline in imports in the first nine months of 1975 as temporary.

The Japanese market for furniture is not one to be tackled lightly. British manufacturers who have been successful have without exception devoted a great deal of time and patience to it. Only top quality furniture can be expected to sell, at retail prices between four to six times FOB prices.

Imported furniture is sold almost exclusively through department stores and a small number of speciality stores. Style and workmanship are the most important requirements. Modern furniture predominates, with sales of reproduction furniture remaining small by comparison.

Toys and games

(£ thousand)

	1973	1974	1975 (to end Sept.)
a Production	n/a	n/a	n/a
b Imports	14,955	21,457	13,131
of which from UK	1,761	2,192	1,246
(%)	(11.8%)	(10.2%)	(9.5%)
c Exports	81,291	82,084	55,741
of which to UK	4,418	4,891	3,152
(%)	(5.4%)	(6.0%)	(5.7%)
d Market size (a + b − c)	n/a	n/a	n/a

An interesting feature of the Japanese toy market is the growing popularity of hobby craft sets. Games for adults also sell well. Both factors are perhaps the product of the growing affluence of the Japanese consumer and the switch to longer periods of leisure.

The domestic market has in recent years expanded at the rate of about 25 per cent a year in value terms, leading to a growing demand for high quality toys. British toy exports to Japan have hitherto been concentrated on metal die-cast toys, and are facing increasingly intensive competition from Hong Kong, European manufacturers and the local industry. Efforts are being made to redress the balance and to establish goodwill with Japanese manufacturers leading to a number of possible manufacturing-under-licence agreements.

Chemicals and materials

Paint	43%
Chemicals	15%
Abrasives	2%

Miscellaneous

Testing and measuring equipment	9.6%
Effluent treatment apparatus	under 1%

Imports account for about 3.2 per cent of the total market and the UK has a moderate share. There is still potential for technologically advanced equipment and materials, especially those connected with effluent control or disposal. British products do not seem well enough known in Japan at present and some energetic promotion could pay dividends.
Fuller market research is available and there may be an opportunity to participate in a BEMC exhibition in October 1976 – see the programme on page 23.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	867,705	990,492	n/a
b Imports	20,916	31,095	21,731
of which from UK	1,377	2,282	2,041
(%)	(6.6%)	(7.3%)	(9.2%)
c Exports	28,949	43,062	33,175
of which to UK	257	280	141
(%)	(0.9%)	(0.7%)	(0.4%)
d Market size (a + b − c)	859,672	978,525	n/a

sewage plan, from April 1976, aims to raise the sewage diffusion rate from 22.5 per cent to 47 per cent at a cost of £11,639 million.
Increasing the proportion of industrial water recycled from 58 per cent to 70 per cent by 1985.

Several British companies have licensed their water treatment technology in Japan but strong interest remains particularly in tertiary treatment and sludge incineration technology.
Japan's other major environmental problem is waste disposal. A consumer orientated society and rapid urbanisation have brought an urgent need for new technology in waste collection, transportation, processing and disposal. Of particular interest are incineration, reduction of secondary pollution of the atmosphere by incinerating plants, and the separation and recycling of waste material. There is insufficient knowledge of what British industry can offer in these fields despite recognition of Britain's achievements in environmental control. A more determined approach to the market by manufacturers with advanced technology should be rewarding.

(£ thousand)

	1970	1974	1980	1985	1990
Production	319,016	1,110,328	1,754,098	2,532,787	3,736,066
Exports	2,459	16,066	78,689	126,230	203,279

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Into Japan

Pipeline equipment

There is a growing but still limited internal market for British products. Much more important, but impossible to quantify, are the opportunities to work with, and supply equipment to, Japanese companies involved in numerous major overseas construction projects. The best route into these opportunities is good contacts with Japanese constructors and the major trading companies.

Internally, problems arising from dense population and strong environmental lobbies make major overland pipelines problematical. Two planned long distance oil pipelines are in suspense and the 44km pipeline for Tokyo's new International Airport is in a similar situation after being 90 per cent completed. Only one major gas pipeline exists (330kms, Niigata/Tokyo) and no others are planned. Demand will be mainly in connection with plant installations, pipelines within industrial areas, shipbuilding and other short-range requirements.
There are no specific pipeline equipment statistics. The above figures include equipment used in petrochemical plants, power generation and shipbuilding. They provide an idea of the demand. The 30

Machine tools

Although the Japanese industry is able to compete in world markets there are good opportunities for British exporters especially in jig borers, jig grinders, cylindrical grinders and other 'finishing' tools where the Japanese industry is perhaps weakest. There are also opportunities for the less sophisticated low-priced items where imports from Italy, Spain and East European countries have been increasing significantly.
The machine tool industry was among the earliest and most badly affected by recession. Initially, production levels were maintained and greater sales efforts were made in export markets resulting in an increase in exports of some 64 per cent in 1974. However, exports could not compensate for the drop in domestic demand and stocks continued to rise. Production cut-backs began in autumn 1974.
The recovery of the machine tool market will be probably about 12 months behind the recovery of the economy generally. New orders for machine tools are continuing to decline over figures for 12 months earlier. Nevertheless, the rate of decline is slowing noticeably and industry sources hope for a recovery in demand during 1976 and, barring world crises, are optimistic for 1977.
The Japanese machine tool industry expanded sharply from the mid-1950's. In 1973, its production of Y305,000 million placed it third in the world behind the USA and West Germany. Although the figures indicate a production increase of 17.5 per cent in 1974 this hides a fall in real terms estimated at around 6 per cent resulting partly from inflation and partly from the continuing growth in the production volume of expensive numerically-controlled machine tools which rose from 17.9 per cent of total production in 1973 to 20 per

Giftware

More and more attention is being given in Japan to the smaller item which adds to the quality and style of life. Examples are good quality tableware, china and glass ornaments, high quality leatherware and other knick-knacks.
Although no statistics are available about the extent of the market, imported items play an important role, offering something a little out of the ordinary. Packaging and presentation are also of importance, particularly as much of the gift sales take place through special presentations held by department stores at the main gift exchanging seasons of mid-July (O-Chugen) and year-end (O-Seibo).

Hydraulic equipment

This is not an easy field for the imported product. Imports supply only 3 per cent of demand. Nevertheless, despite being second in production to the United States, the Japanese industry relies heavily on imported technology. There should be opportunities for joint ventures and licensing arrangements. Areas of current interest include high performance hy-

Alcoholic drinks

Scotch whisky continues to be highly successful with imports up 27 per cent to Y14,284 million even in a recession year. There have been some marked changes in brand shares, too. British wine merchants have a fair market but it has so far been impossible for brewers to make any worthwhile inroads into the huge lager beer market. Some interest is appearing in novelty drinks with both mead and apple wine being introduced.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	n/a	n/a	n/a
b Imports	40,671	65,362	55,340
of which from UK	19,244	31,870	35,022
(%)	(47%)	(47%)	(61%)
c Exports	3,180	4,038	3,687
of which to UK	30	39	43
(%)	(1%)	(1%)	(1.2%)
d Market size (a + b − c)	n/a	n/a	n/a

per cent increase in 1974, conceals inflation of around 25 per cent and real growth was probably marginal. The first nine months of 1975 suggest a decrease in the market size of 20 per cent. However, given a general economic recovery, industry sources estimate a market growth of about 15 per cent p.a. for the next few years. It can be seen that the import share has been rising steadily and the UK did very well with a 42 per cent estimated increase in 1975 when total imports fell by 16 per cent.
An opportunity to test the market and make contacts will be provided at the British Export Marketing Centre in October 1976 when there will be a group exhibition featuring pipeline equipment – see the programme on page 23.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	834,349	1,136,187	765,544
b Imports	63,328	91,308	57,516
of which from UK	2,200	3,677	3,911
(%)	(3.5%)	(4.0%)	(6.8%)
c Exports	119,221	211,092	216,980
of which to UK	1,610	3,021	2,839
(%)	(1.4%)	(1.4%)	(1.3%)
d Market size (a + b − c)	778,456	1,016,403	606,080

cent in 1974.
Five companies account for 40 per cent to 50 per cent of the market:

Sales: year ended September 1975

Toshiba Machine Co. Ltd.	Y37,107m
Toyoda Machine Works Ltd.	Y24,568m
Ikegai Iron Works Ltd.	Y23,677m
Hitachi Seiki Co. Ltd.	Y13,250m
Okuma Machinery Works Ltd.	Y11,608m

There is an excellent trade fair, Japan International Machine Tool Fair, which will this year be in Tokyo from 15-26 November.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	500,366	587,885	298,597
b Imports	34,970	61,002	31,208
of which from UK	1,251	2,559	905
(%)	(3.6%)	(4.2%)	(2.9%)
c Exports	57,764	94,531	73,949
of which to UK	869	2,539	2,598
(%)	(1.5%)	(2.7%)	(3.5%)
d Market size (a + b − c)	477,572	554,356	255,856

draulic motors and pumps for machine tool use; high quality high pressure hoses; packing, seals and couplings for use in aircraft, the construction and civil engineering industries.
Recession caused a sharp decrease in domestic demand in 1975 and quick recovery is not expected in 1976. The Japan Oil Hydraulics Association says that long term prospects are favourable. Development of new applications will increase demand at between 5 per cent and 10 per cent per annum. Full automation will be important and there may be new applications for seabed excavating equipment in ocean development, gate control equipment for waste water processing, and presses for processing garbage etc. The Machinery Promotion Association has organised a development project for low noise hydraulic equipment and the study results should shortly be available.

(£ thousand)

	1973	1974	1975 (estimated)
a Production	215,574	235,738	172,131
b Imports	6,843	7,724	7,685
of which from UK	n/a	n/a	n/a
c Exports	4,513	6,505	3,317
of which to UK	39	114	13
(%)	(0.9%)	(1.8%)	(0.1%)
d Market size (a + b − c)	217,904	236,956	176,499

Processed foods

There are several British products which have traditionally been popular in Japan: confectionery, biscuits, jam and marmalade, some sauces. Black tea has been a recent success story with exports rising from £4.6 million to £6.8 million between 1973 and 1974. British prices began to get out of line in sugar confectionery and biscuits, with European competitors taking trade. Jam and marmalade now have to meet East European competition. One British manufacturer has a biscuit making joint venture in Japan which is highly successful and others make chocolate locally. New products seen recently on the market are imported frozen cakes, pies and shortbreads retailing at competitive prices.

(£ thousand)

	1973	1974	1975 (to end Sept)
a Production	n/a	n/a	n/a
b Imports	131,693	170,406	114,550
of which from UK	10,247	16,573	9,695
(%)	(7.9%)	(9.7%)	(8.4%)
c Exports	34,519	42,330	32,229
of which to UK	3,205	2,684	1,092
(%)	(9.3%)	(6.3%)	(3.4%)
d Market size (a + b − c)	n/a	n/a	n/a

Publications for exporters

Into Japan

Oceanic and offshore equipment

The existence of a multi-million pound market for British equipment in Japan is the main finding in a recent report *The Japanese Market for Oceanic and Offshore Equipment** published now by the British Overseas Trade Board. The report pinpoints the target market for British manufacturers as – 'The technologically advanced, high performance equipment market where domestic manufacturers do not have the technology to manufacture themselves.'

There is substantial potential for British exports over a wide range of products including equipment for: research and surveying, developing ocean resources and ocean energy, utilising ocean space, offshore civil engineering, anti-pollution, diving, security, and for offshore contract engineering services. The report estimates that in the four years 1975-78 there will be an annual increase of about 17 per cent in Japan's consumption of oceanic and offshore equipment.

* *The Japanese Market for Oceanic and Offshore Equipment* was prepared for the British Overseas Trade Board by Peat, Marwick Mitchell and Co., Tokyo. It is available to British manufacturers, price £20 post free, from the Central Library, Department of Industry, 1 Victoria Street, London SW1H 0ET.

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BOTB News

BOTB support for more promotions abroad

In the three months April to June BOTB will assist nearly 1,800 British firms to take part in 105 overseas trade fairs in 30 countries. In addition, the board expects to support 56 outward missions representing nearly 900 British firms and involving 37 countries. In the same period, four retail store promotions and two British shopping weeks will also be mounted overseas with the board's help.

In the period January to June 1976 the BOTB expects to support some 3,600 firms at 201 overseas trade fairs. A similar number of firms was supported in the same period last year but at 7 per cent fewer fairs. The number of outward missions supported by the board has risen. Between January and June 1976 it is estimated that 128 missions comprising over 2,040 firms and involving 42 countries will receive BOTB backing compared with 1,303 firms in 113 missions during the same period of 1975 – an increase of 57 per cent in the number of firms and 13 per cent in the number of missions.

British Trade Information Office at Hanover

At this year's Hanover Trade Fair (28 April-6 May) there will be an official British Trade Information Office in the Internationalen Treffpunkt im Congress-Centrum, Room 34-35, which is situated in the Mittelallee.

It will be manned by members of the Commercial Section of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive trade inquiries from buyers and agents, maintain close links with the Department of Trade and to assist British exhibitors with their commercial activities. Should you wish to contact this office the telephone number is Hanover 89-3211/12 with effect from 28 April. The telex number is 9230323 and the answer back is brfr d.

Firms with 'success stories' which they would like published in the British press can pass them to the British Trade Information Office for onward transmission by telex to the Department of Trade. The text should be fully drafted so that no editing will be necessary before transmission.

Pictured during one of the sessions of a three-day seminar on the British book trade from 28 March to 1 April is (standing) Mr. M. Ballard of the Book Development Council. The other speakers at this event included (seated left to right) Mr. J. Beer, of Heinemann, Mr. G. Davies of the Booksellers Association, Mr. A. T. Pocock from Faber who was chairman of the seminar, and Mr. J. M. Aretz from Macmillan. The Book Development Council and the British Overseas Trade Board's Overseas Visitors Bureau invited a party of over 20 West German booksellers to attend this event, which included various aspects of the British book trade including marketing and exporting and split the party into syndicates for sessions on academic books and on paperbacks.

New director of Fairs and Promotions Branch

Mr. M. J. A. Cochlin is taking up an appointment as director of the Fairs and Promotions Branch of the BOTB on 3 May, on the retirement of Mr. W. T. Pearce, the present director.

Mr. Cochlin joined the then Board of Trade in 1960. He has served in various posts including, from 1963-4, the Export Services and Promotions Division and from 1964-66 as assistant private secretary to the president of the Board of Trade.

From 1970-74 Mr. Cochlin served in the Commercial Relations and Exports Division where he was particularly concerned with commercial relations and the negotiation of trade and co-operation arrangements with the GDR, Romania, Czechoslovakia, the People's Republic of China, North Korea and North Vietnam. He was also involved with the development of EEC policy on East/West trade.

Since 1975 Mr. Cochlin has dealt with general economic and financial policy briefing, the co-ordination of Department of Trade policies towards export assistance and import saving, and the Department's contribution to industrial strategy.

Major British exhibition in Malaysia

The British Technology for Malaysia exhibition was opened in Kuala Lumpur on 5 April by HRH the Duke of Kent. The Duke, who is a member of the BOTB, will take up an appointment later this year as vice-chairman of the Board.

The Kuala Lumpur exhibition, organised with the backing of the BOTB, is the first of its kind in Malaysia and has been devised to show to Malaysian industrialists, scientists and technologists the British advanced technology related to their present needs. Over 320 British firms are taking part, and the strong support given by British industry is an indication of its wish and capability to continue to play its part in Malaysia's development of her economy. The exhibition closes on 12 April.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

British Railway Industry Export Group formed

Public and private sectors of Britain's railway industry, with the backing of the Department of Trade, have formed a new organisation to be known as the British Railway Industry Export Group (BRIEG) with the object of increasing the net benefit to the UK's balance of payments by seeking out and co-ordinating arrangements for the pursuit of overseas projects in the railway sector.

The BOTB has identified a substantial current and future demand for railway equipment and services in overseas markets accessible to British industry and the new group will review these markets, identify major projects, and co-ordinate effective action among group members in seeking and fulfilling major contracts.

First chairman of the group is the Rt. Hon. Sir Richard Marsh, chairman of the British Railways Board, and first deputy chairman is Mr. David Pollock, chairman of the Railway Industry Association.

The group will have a small full-time directorate and will be controlled by a council formed of the chairman and deputy chairman, representatives of British Railways Board, London Transport Executive, the Department of Trade, Balfour Beatty Power Construction Ltd., British Rail Engineering Ltd., Brush Electrical Machines Ltd., BRE-Metro Ltd., GEC Ltd., Metro-Cammell Ltd., Stone-Platt Crawley Ltd., Westinghouse Brake and Signal Co. Ltd., and the director of the Railway Industry Association.

The offices of the group are at 222 Marylebone Road, London NW1 6JJ.

October mission to Australasia

The Merseyside Chamber of Commerce, in conjunction with the BOTB, is mounting a trade mission to Australia and New Zealand from 10 September to 10 October 1976. The mission will start in New Zealand and then go on to Australia, including most of the major centres in its itinerary. Opportunity will, however, be given to members to visit other centres if their business requires them to do so.

The chamber has previously had three very successful missions to Australasia, and is hoping once again for a good response.

Small Firms Information Centres

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Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
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Exhibitions and Fairs

Substantial export orders for UK companies in Basle

From Peter Beckingham, British Overseas Trade Board, in Basle: Didacta, the 14th European Educational Materials Exhibition, which finished here on 27 March, was described by John Savage, director of the British Educational Equipment Association, as one of the most successful Didacta exhibitions ever for the UK, providing substantial export orders for many companies. BEEA was one of three sponsors of BOTB-supported British joint ventures at the event.

The 63 UK companies – among the largest national groups at the exhibition, where over 25 countries took part – represented almost every section of the educational equipment industry, with products ranging from furry toys for nursery schools to oscilloscopes for technical colleges, and every sector was able to report considerable success.

Rhodes Flamefast Ltd., Manchester, manufacturers of a range of gas education equipment including brazing torches and enamelling kilns, received firm inquiries from Austria, Switzerland, Germany and Iraq which they anticipate will result in orders worth at least £20,000 in the next few months. Unilab Ltd., who were exhibiting science teaching equipment also for the advanced end of the market, received one inquiry alone which could be worth £30,000, and established new business contracts in Yugoslavia and Egypt.

Firms exhibiting audio visual equipment reported similar successes. THD Manufacturing Ltd., sold over 250 projectors with accessories for a project microsope and a microfiche reader within 48 hours of the opening, while Edric Export Services Ltd., Gerrards Cross, secured a new distributor in Switzerland for a double barrelled projector, and expect this arrangement to be worth between £20,000 and £30,000 in the first year.

A four-year-old from a school in Basle finds plenty to amuse herself on the Osmiroid stand at Didacta. Osmiroid attracted many visitors to their daily 'live' class with pupils from a local school.

UK software manufacturers also contributed to the success of the British group at Didacta. Educational Productions Ltd., for example, who reported a vast improvement in business compared to last year's exhibition at Nuremberg, have received firm orders from Israel, Malaysia and the USA, as well as a number of European countries.

Teaching aids and toys for younger children were also being sold by UK companies to a number of overseas countries, and while most of the large group of British publishers, would not expect to receive firm orders as such during the exhibition, they also reported a busy week with visits from many overseas publishers.

In every way, therefore, Didacta at Basle this year was a most worthwhile exhibition for the UK group. As one of the first-time exhibitors, Mr. P. Langley, a director of the Weir Electrical Instrument Co. Ltd., put it, 'We have been most impressed by the quality of the UK stands, the assistance given by our trade association, and the number of useful visitors to our stand.'

Fashion accessories firm steals the show in Los Angeles

From Robina Colville, Vice Consul (Commercial) Los Angeles: California Mart, the modern centre of the wholesale clothing industry in Los Angeles, was the setting for a British trade show by 22 British fashion houses from 8 to 10 March. A joint venture, supported by the BOTB, and sponsored by the British Knitting Export Council, the group was brought on to Los Angeles by Mrs. Joan Broughton, assistant director of the BKEC, after participation in the European Fashion Fair in New York. The group showed designer ready-to-wear collections, day and evening wear and sportswear, mostly for women but there was also a sprinkling of men's sportswear.

The sole exhibitor in the fashion accessories field, was Roger Saul for Mulberry Company, who exhibited his collection of belts, handbags and light luggage and he appeared to be the most successful of all of the exhibitors. At any rate, it was reported that he was the last to leave Los Angeles, having delayed his departure for a few hours to enable him to follow up new business leads.

Another successful exhibitor was Crochetta. Their label was already well known on the west coast and, as could be expected, most of the buyers who visited the trade show were attracted to Crochetta's exhibit of interesting knitwear.

Other exhibitors who were successful in obtaining buyer interest included Lionel Fisher (knitwear and shirts); Hawico (cashmere and woollen knitwear); Lyle and Scott (knitwear in cashmere, etc.); Elizabeth Munro Design (skirts and co-ordinates); Tiki Knit Ltd., (knit dresses); M. Waldman Ltd. (skirts and pants); Welsh Textiles Ltd., who used traditional Welsh tapestry fabrics to advantage in their outerwear.

Rally Klad Ltd., who exhibited skirts, kilts and cashmere robes, appointed an agent for the west coast, as did Toplet Ltd., who displayed light weight chunky knits. Both agents have permanent showrooms in the California Mart.

Interest was also shown in the beautiful designer ready-to-wear collections exhibited by Murray Arbeid; Marcel Fenez; Salvador; Tweed Valley and Jean Varon and Janice Wainwright, as well as Play Game; Quorum and Radley; Huguette Benjamin and Kuta Clothes. The greatest amount of interest appeared to be generated in the area of leisure and casual clothes and sportswear for which there is a larger market than for cocktail and evening dresses.

Highest level of business activity for four years at Geneva Motor Show

From R. H. T. Bates the British Consulate-General, Geneva: The Geneva Motor Show, this year celebrating its 50th anniversary, closed on the final evening with its traditional 'concert', a chorus of motor horns from the multitude of gleaming exhibits which had attracted the crowds over the previous 11 days. The chorus sounded a truly triumphant note this year, not only because the attendance figures of 462,610 from 11-21 March were higher than in the two previous years, but also because the level of business activity had been better than at any time since 1972.

Most of the 33,500m² of space, filled with products from 26 countries, was devoted to cars, but large areas were also allocated to specialised coach-builders, accessories, garage equipment and – for the first time since 1969 – to motorcycles and bicycles. Special features included vintage cars displayed by Christies of London, which were later auctioned. Several manufacturers – BMW, Saab, Mercedes, Lancia, Volvo, Opel and Monteverdi – gave world premières to their latest models, while cars given their Swiss debut included the new Austin Princess 1800 and 2200.

Specialised cars were also well represented, not least by the four British companies (Aston Martin Lagonda, Panther Westwinds, TVR Engineering and Lotus) participating in the joint venture stand sponsored by the British Overseas Trade Board and the Society of Motor Manufacturers and Traders. The general view of these companies was that results achieved at the show had exceeded expectations.

A second joint venture stand sponsored by the BOTB and SMMT was devoted to accessories, and for all three participants (Freeline, Cannon Rubber, and Tek Chemicals) it was their first time at Geneva. In general they too expressed satisfaction, particularly with trade contacts established. British car manufacturers exhibiting independently were British Leyland, Rolls Royce, Vauxhall and Chrysler Sunbeam, whilst in the accessories section attractive stands were mounted by Joseph Lucas and the GKN Group. Unfortunately, no UK firms were represented in the popular motorcycle and bicycle section.

Most car manufacturers consider that Geneva is the one European motor show they dare not miss. The 1,600 journalists from five continents who came to Geneva this year provided confirmation for this view.

Great potential for British medical equipment in US

From D. H. Payne, Vice Consul (Commercial), Atlanta: Eight British companies participated in a joint venture sponsored by the British Hospitals Export Council and supported by the BOTB at the 23rd Association of Operating Room Nurses Congress, Miami, Florida, from 9-11 March 1976.

This annual event has grown steadily in importance and the theme 'Time for Discovery' was most appropriate when one viewed a wide range of operating room equipment, supplies and services being shown on the stands of 228 exhibitors.

Programme of seminars

In addition to the exhibits there was a diversified programme of seminars covering advances in technology and current issues in nursing and health care systems, designed to stimulate the acquisition of new knowledge and skills. Altogether some 8,000 registered, including 4,000 nurses and 2,500 exhibitors, together with doctors, surgeons and hospital administrative staff. There were a number of foreign visitors including a group of 25 theatre nurses from the UK representing the National Association of Theatre Nurses.

The British joint venture was the only one of its kind at the exhibition and covered an area of 1,400 sq. ft. The products on display included specialised surgical instruments, anaesthesia and respiratory equipment, medical and surgical plastic products, specialised surgical dressings and disposable plastic appliances, organic anaesthetic vapour absorption units, industrial floor maintenance machines, catheters and tubes, and anaesthetic sundries and sterilisation papers.

Worthwhile exposure

The British group attracted a great deal of attention and it was the unanimous opinion that the exposure had been well worthwhile. Although this type of exhibition is not one where substantial orders are likely to be placed on the spot, since it is of secondary importance to the congress itself, it is nevertheless a useful shop-window; the operating room supervisors attending the congress very often have more responsibility for initiating the purchase of operating room equipment and supplies than perhaps purchasing departments or heads of surgery. With this in mind, the British firms were confident that orders will result from this exhibit.

There is no doubt that the US market has a great potential for British medical equipment and supplies and exposure at this type of congress is a useful means of entering the market and getting one's products known to the end-users.

British clothing much in evidence at fashion fair

From Margaret Maxwell, Commercial Officer, British Embassy, Copenhagen: The much discussed move of the Scandinavian Fashion Fair from the old to the new Bella Centre took place on 18 March when the fair opened for the first time at Amager.

The new building, purpose built, is by any standards very fine and much larger than the old one. Naturally some of the exhibitors, organisers and buyers looked back to the old centre with regret, but the majority approved.

The new building includes three exhibition halls, A, B and C, a central hall connecting with the three others, numerous cafeterias and a fine auditorium for conferences, films or fashion shows. On the second floor there are two marts with permanent showrooms, one for the Scandinavian clothing industry and one for the Scandinavian home furnishings and furniture industry.

The 60 British firms exhibiting under joint venture terms were very happy at being placed in Hall C. In this hall too were the other international exhibitors from Germany, Austria, France, Israel and Switzerland. Though smaller than Hall B and larger than Hall A, Hall C turned out to be the best for working purposes with a cool airy atmosphere not often found in exhibition halls. The British area was attractive and easily distinguishable by the orange carpet and overhead orange banners proclaiming 'Fashion from Britain'.

Apart from the Danes, Finns, Swedes and Norwegians showing in Halls A and B there were a number of small boutique-like stalls in the centre hall showing fashion accessories, fashion shoes, bag and costume jewellery.

On the second floor of the building in the Scandinavian trade mart over a hundred Scandinavian clothing manufacturers were showing merchandise in their permanent showrooms. For the first time during the history of this fair, which came into being less than 10 years ago, about 600 clothing manufacturers were exhibiting together under one roof.

Best business in leather

Not all British exhibitors were happy with sales but the best business was done in leather, denim, real and mock fur and knitwear. E. B. Willis, Bideford, Devon took orders for a £¼ million, mostly in leather and denim, and largely for delivery to Denmark. Many Danish retailers have been left with clean stocks after the Danish public's buying spree at Christmas and up to 1 March 1976. The Danish Government had reduced VAT by 5 per cent for a limited period which ended on 1 March 1976.

Apart from the firms in the joint venture a number of British firms were represented by their Scandinavian agents who had taken stands in the Scandinavian section. In all the British clothing industry was very much in evidence at this 21st Scandinavian Fashion Fair.

Britain leads Europe in automatic testing

From R. B. Woodham, British Consulate-General, Hamburg: British companies currently lead Europe and perhaps the world in several types of automatic testing equipment (ATE). It is, therefore, not surprising that a high degree of interest was shown in the equipment exhibited by British firms at the fourth Automatic Testing Exhibition at the Conference Centre in Hamburg from 24 to 26 March. Exhibitors in general commented on the very satisfactory number and extremely high quality of the inquiries they received.

Automatic testing is growing steadily in importance in all industrialised countries because of the advantages it offers in saving manpower and time, and in eliminating mistakes and increasing throughput to all sectors of the electronic industry. The German market is growing very rapidly and it is estimated that business for 1976 in the Federal Republic will be of the order of DM 250 million. It was for this reason that Network, the British company which organised the exhibition, decided on Hamburg as the venue for the exhibition this year. Well over half of the 45 firms exhibiting were German or German subsidiaries of international companies.

The United Kingdom provided the biggest foreign contingent with 10 firms exhibiting, seven of them in a Department of Trade joint venture under the auspices of the Electronic Engineering Association. There were five exhibitors from the United States, three from France and one from Holland. Over 3,000 people visited the exhibition and it must be emphasised that all the exhibitors agreed that every one of these visitors had a serious interest in automatic testing. Most of the visitors came from Germany, but there was a strong international content. There were, as was expected, several visitors from the defence ministries of Germany and the United Kingdom, but the increasing importance of automatic testing outside the realms of defence and space exploration was shown by the number of visitors representing all branches of the electronics industry.

In conjunction with the exhibition a conference on automatic testing was held at the conference centre from 23 to 26 March. It was attended by 400 delegates from all parts of the world and papers were presented by experts from Western Europe, Eastern Europe, from the United States, the Middle East and the Far East and from Scandinavia. The delegates took a keen interest in the exhibition and were the source of many of the inquiries.

At an exhibition of high technology equipment which is an ancillary of sophisticated machinery, representing a heavy investment, it is not expected that orders will be taken on the stand. Nevertheless, there were indications that substantial business would follow from inquiries received. The British firms participating in the joint venture especially were pleased with results and confident that satisfactory sales would be achieved in the future. The market is still fairly slow and the strong upward trend which was expected in investment in capital goods has still not shown itself, but money seems to be freer and there are reasons for optimism.

It is expected that the next exhibition and conference on automatic testing will take place in Brighton, probably in November 1977.

Crowded conditions but good results at Hiswa '76

From A. E. Hazebroek, British Embassy Commercial Department, The Hague: As the Dutch market for pleasure craft has been slowing down during the last two years, the expectations were that the Hiswa Water Sports Exhibition in Amsterdam from 12-21 March would give only average results in respect of the number of visitors and the contacts made by stand-holders. But, from the opening day, this was proved definitely not to be the case. The total number of visitors, at 222,828, was well up on last year's 207,320. That people were not only there out of curiosity was clear from the orders taken by many exhibitors, including those in the British joint venture. The usual practice is that contacts are made and a few boats sold during the event.

This time, however, some 60 British-built boats were sold before the closing date of the fair; and more are expected to find their way to customers in the follow-up after the exhibition. An added success of the joint venture were two boats exhibited in this country for the first time. One was an elegant cabin sailing yacht; the other a replica of an old-time coastal sailer.

The results are particularly good in view of crowded conditions in the joint venture, due to a general lack of space for exhibitors on this occasion. This experience will probably lead the organisers to revert to separate exhibitions for sail and power, as in 1975; but it is of course too early to say anything definite about this at the moment.

For a number of years, British pleasure craft have taken a considerable share of the Dutch import market, and the 1976 exhibition has given the impression that this share can be increased further in the next couple of years. The quality and design of British pleasure craft are well appreciated here, while prices compare favourably with those of our competitors. Continued strong representation of British boat builders at Hiswa is therefore of great importance.

Steady buying at Sydney toy and sporting goods fair

From F. Culver, British Consulate, Sydney: The Hon. J. A. Clough, NSW Minister of Youth Ethnic and Consumer Affairs, opened the International Toy and Sporting Goods Trade Fair held at the Sydney Hilton and adjacent Centre Point shopping complex from 7 to 10 March.

Organised by the Australian British Trade Association, the fair attracted more than 100 exhibitors from overseas who displayed their wares alongside many Australian manufacturers. It was visited by nearly 3,000 trade buyers from all over the continent.

The British contingent formed the biggest overseas grouping. Some 32 British firms took part and this substantial presence underlines the growing importance of the Australian market for British manufacturers of toys and leisure goods. This market is worth about A$200 million in retail sales each year.

Sales increases of British toys to Australia have been spectacular, expanding rapidly from nearly £3 million (8.1 per cent of total toy imports) in 1973 to more than £6 million (10.2 per cent of total) in 1974. This makes Australia Britain's third largest market for toys, after West Germany and the United States.

The main feature of this year's fair was the growing trend away from war toys to educational toys suited to all age groups. Kiddicraft catered for children from babyhood to pre-school age with toys designed to teach them how to recognise shapes, sizes and colours. Three Four Five Publishing concentrated on books, records, games and other activities which stimulate a pre-school child's interest in learning.

Brimax Activity Books and Patterson Blick Ltd. instant picture books attracted considerable attention as did Spears' display of indoor games, and handicrafts, including weaving looms and Thomas Salter's craft kits. Schlesinger Yeatman, exhibiting in Sydney for the first time, are confident that their range of titles in the Little Jean Books series, which deal with the real life adventures of a little Australian girl and her pet Koala, will appeal to the Australian public.

Matchbox and Corgi precision diecast models were as popular as ever and metal and plastic toys from Britain made an attractive display. Hornby model railways designed and packaged for the Australian market promise to do well and the introduction of Minic diecast ships with hidden glide wheels attracted many prospective buyers.

Among other highlights of the British display were Pedigree baby dolls; the ever popular Sindy Fashion Dolls and accessories; articulated action figures from Louis Marx; beautiful soft toys from Alresford Crafts which included a kangeroo with baby; eye-catching new designs on a range of kites from Mettoy; washable Bendy Toys from Newfeld; and Womble figures, which are gaining popularity in Australia.

The verdict of the exhibitors was that their participation would yield a steady flow of orders and that the mood of the buyers indicated continuing buoyancy of the Australian market.

Strong British participation at Malmö motor show

From Ronald F. G. Taylor, British Consulate, Malmö: Britain's motor industry was this year represented by 17 companies in a joint venture sponsored by the Society of Motor Manufacturers and Traders in conjunction with the BOTB. Seven of these were showing high performance saloons, sports and rally cars and 10 components, accessories and parts, oils, oil-additives and car-care products.

This annual event, held for the eighth time, is the largest of its kind in Scandinavia and about 70,000 people visited the show between 28 February-7 March.

The British contingent was represented by British Leyland, Chrysler, Aston Martin Lagonda, Rolls-Royce, Lotus Cars, Morgan, and Vauxhall.

British Leyland showed almost the total range of its models currently available on the Swedish market and took the opportunity of introducing the new Austin Princess which attracted a great deal of attention. Aston Martin Lagonda exhibited what is claimed to be one of the world's ultimate high-performance luxury cars, the Aston Martin V8 model, with a British designed engine and incorporating features well in advance of present legislative safety standards.

Vauxhall showed two of their latest Chevette models and as a marked contrast a very rare car, the old Vauxhall 'C' Type 20 h.p. Prince Henry made in Britain in 1911. For open air motoring enthusiasts the Morgan Motor Co. showed three cars including a two-seater Morgan Plus 8 powered by a V8 engine giving an impressive performance. All the cars still had the traditional thoroughbred sports car look. Lotus were represented with their elegant Eclat and Esprit models and Rolls-Royce with a Corniche Convertible. Chrysler showed their current range with emphasis on their successes in the Polar Rally.

On the components and accessories side the group included Armstrong Equipment Ltd. (shock absorbers, bottle and trolley jacks), Astrali Accessories (steering wheels and alloy road wheels, consoles and battery chargers), Alexander Duckham (motor oil and ancillary products), Mill Accessory Group (wide range of motor accessories with the Paddy Hopkirk brand name), Revolution Wheels and Revolution Oil (alloy road wheels and oil additives), Serck Services (oil cooker kits and components), Speedograph Ltd. (accessories: time and distance recording equipment), Spectra Automotive and Engineering Products (automotive chemical products), and Wolfrace Wheels Ltd. (alloy road wheels and accessories). It was altogether a very well composed group.

Other British cars not in the joint venture group were the latest Jensen Intercepter and Jensen GT models sponsored by a local dealer on his own initiative. British racing cars were also in evidence including the new Mach Formula I.

The exhibitors generally were enthusiastic and expressed themselves as being well pleased with the interest shown by the trade visitors and the general public. One or two firms took substantial orders and useful contacts were made by all. Without exception it was agreed that this is the show which presents the shop window they require and that it had helped considerably towards the generating of further business in Sweden.

Choice site helps UK at American toy fair

From Patrick Grant, BTDO, New York: The 73rd annual American Toy Fair held at 200 Fifth Avenue and the Americana Hotel on 22-25 February 1976 was the scene of a first-time joint venture of 17 British firms sponsored by the British Toy Manufacturers Association and the BOTB. Previous years' participation has been in the International Toy Show at the New York Coliseum.

Occupying a choice site in the Albert Hall of the Americana, the British exhibit attracted the attention of such a significant number of buyers visiting the show, it provoked the comment from one joint venture exhibitor that 'We have made more contacts in one day than in the whole of the previous two shows!'.

Buyer traffic of this sort is partly the result of what is generally agreed to be a decided improvement in the US economy, followed by outstanding toy sales during the pre-Christmas season. With the increased buyer traffic and orders substantially higher than during the 1975 show, most toy firms, both US and overseas, expressed continued optimism for the remainder of 1976.

The quality of British toys has long been recognised in the USA and the range exhibited this year did much to enhance that image. They included plush hand-made soft toys, traditional British rocking horses – again hand-made – covered with fur fabric to resemble a horse's coat, inflatable jump balls, paddling pools and air beds, collector's miniature dolls, children's books and paint sets, chalkboards and authentic looking early US Western pistols, just to name a few of the products shown by the joint venture group. Also visible on various US importers' stands were numerous other British-made games, toys and puppets that are well established in the US market – a market which is already worth over $17 million a year to British toy manufacturers. There was little doubt that buyers visiting the British group reacted favourably to many of the quality toys on display.

Gordon Goude and John Glanfield, who once again represented the BTMA at the show, expressed considerable pleasure not only with the 'internationalisation' of the American Toy Fair, but also with the location, buyer traffic and business reported. All of which adds up to a promised return for the 74th annual fair scheduled for February 1977 with what is hoped will be an even larger British contingent.

Upward trend at Bologna shoe and leather exhibition

From Giulia Dei, Commercial Office, Florence: Notwithstanding present international difficulties, the 30th International Footwear Exhibition attracted once again to Bologna vast numbers of Italian and foreign buyers: 33,170 people visited the fair, of whom 6,564 came from 76 different countries.

Housed in 12 pavilions covering 55m² there were 1,726 exhibitors of which 85 were foreign firms from 10 different countries.

Two countries had an official participation: Britain in the form of a joint venture organised by the Department of Trade in which six British shoe manufacturers and two tanners took part, and India. Another 15 British leather manufacturers exhibited on the stands of their local agents.

It was encouraging to see an upward trend in business. Firms received visits from regular and new customers from all over the world. In particular the British participants opened new accounts in France, Belgium, Switzerland and found interest from many other countries, thus confirming the important international element of the Bologna fair. Particularly good business was done by a British tanner of reptile skins.

All participants once again confirmed the international importance of this event and stated they were willing to take part again next year.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approval schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme. provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries inc. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,472	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	450	325	68	−30	735	−25	760
1971	102	103	102	93	104	70	−148	52	−10	1,058	280	778
1972	104	109	104	82	117	−5	−175	48	−11	131	−702	833
1973	110	114	107	88	125	960	396	102	334	−842	−2,332	1,490
1974	110	113	105	98	113	553	666	81	−68	−3,650	−5,264	1,614
1975	108 p	113 p		85	98		−381	−104	6	−1,702	−3,200	1,498
1973 1st qtr.	110	115	109	86	130	353	166	37	51	−130	−343	213
2nd qtr.	110	113	104	83	118	274	88	3	185	−83	−414	331
3rd qtr.	110	114	107	92	120	155	46	29	47	−256	−625	369
4th qtr	109	114	107	89	132	178	96	32	51	−373	−950	577
1974 1st qtr	106	112	108	97	112	−174	−31	18	−59	−855	−1,297	442
2nd qtr.	110	112	100	96	110	274	191	43	27	−969	−1,366	397
3rd qtr.	112	113	103	97	119	359	368	3	−14	−861	−1,253	392
4th qtr.	111	114	107	101	113	94	139	17	−22	−965	−1,348	383
1975 1st qtr.	110	115	105	93	101	−171	−4	−31	−57	−435	−850	415
2nd qtr.	107	112	103	86	100	−288	−112	−54	−52	−336	−681	345
3rd qtr.	107	111	107	82	101	−157	−204	−29	60	−625	−986	361
4th qtr.	108 p	112 p		79	91		−61	10	55	−306	−683	377
% change last 2 qtrs. on prev. 2 qtrs.	−0.9	−1.8	−1.2	−9.9	−4.6							
on a year earlier	−3.8	−1.9	+3.5	−18.9	−17.4							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages									On a balance of payments basis	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in				thousands						thousands		thousands	£ million at current price	
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	8,810	8,530
1972	102.6	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	9,141	9,843
1973	110.2	110.9	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	11,772	14,104
1974	106.1	107.8	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5●	2.6●	302.2●	15,895	21,159
1975	100.9	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	4.0	148.2●	18,772	21,972
1974 2nd qtr.	107.6	109.3	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4	4,007	5,373
3rd qtr.	107.9	109.6	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	4,222	5,475
4th qtr.	104.7	105.0	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	4,185	5,533
1975 1st qtr.	104.6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..	4,532	5,382
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	4,479	5,160
3rd qtr.	99.5	99.9	105 5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6	4,635	5,621
4th qtr.	99.8	99.8	105.8	85	144.2	25.3	256.0	199.1	193.8	1,132.1	4.9	113.6	5,126	5,809
1976 1st qtr.							265.9 p	206.8 p		1,223.2p	5.3	115.5p		
1975 Feb.	105.0	106.7	111.6	109	121.9	19.9	218.8	175.9	162.0	740.1	3.2	198.3	1,481	1,813
Mar.	103.4	103.7	109.5	97	124.3	21.2	221.9	179.2	169.0	760.5	3.3	194.3	1,542	1,655
Apr.	101.1	101.4	120.0	95	129.1	21 7	222.9	182.5	170.1	798.3	3.4	180.8	1,379	1,729
May	99.1	99.1	103.7	95	134.5	25.0	226.2	187.3	176.4	850.3	3.6	163.3	1,611	1,693
June	99.1	99.4	104.1	91	137.1	26 1	227.7	189.0	182.6	893.5	3.8	149.0	1,489	1,738
July	100.1	100.6	105.4	91	138.5	26.3	233.2	191.7	184.8	968.2	4.1	133.9	1,567	1,943
Aug.	98.5	98.8	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9	1,486	1,886
Sept.	100.0	100.3	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	1,582	1,792
Oct.	100.2	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9	1,728	1,945
Nov.	100.2	100 5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8	1,637	1,918
Dec.	98.8	98.5	107.0	87	146.0	24.9	259.0	201.5	198.2	1,174.6	5.0	110.1	1,761	1,946
1976 Jan.	99.7	100.5	109.8	115	147.9	23.4	261.0	204.8	201.9	1,210.5	5.2	111.1	1,778	1,951
Feb.			107.1	101	149.8	22.9	263.4 p	207.2 p	205.1	1,232.4	5.3	113.5	1,756 p	2,005 p
Mar.							273.2 p	208.4 p		1,226.7p	5.3	122.0p		
% change latest 3 months on prev. 3 months	—	—	+2.4	+5.5	+3.9		+3.9	+3.9	+6.3	+8.0		+1.7	+7	+4½
on a year earlier	−4.8	−5.9	−3.3	−6.7	+23.7		+20.3	+17.5	+26.1	+65.8		..	+20	+6½

p Provisional * After April 1973, affected by changes due to VAT † Base of index Jan. 1962 = 100 .. not available
● Average of 11 months

Wholesale price index numbers in 1975

Output prices

The prices of the products of manufacturing industry continued to rise rapidly in 1975 but decelerated in the second half of the year. The price index for home sales of all manufactured products rose by 20¼ per cent in the 12 months ending December 1975 compared with increases of 28¼ per cent and 10¼ per cent in the two previous 12-month periods.

While following the general pattern of smaller price increases towards the end of the year, the largest rises came from the building materials, vehicle and steel industries. The prices of the output of the textile and timber industries showed the smallest increases during the year.

The prices of manufactured food rose by 16 per cent in the year, lower than the 23¼ per cent increase in the previous 12 months, but, in contrast to the normal pattern, rose more rapidly towards the end of the year after a period of relative stability in the second and third quarters.

Further information

Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3544 (Tables 1 and 2 indices), 3549 (engineering), 5216 (chemicals, steel, building materials, etc.), 3548 (textiles, clothing, timber, paper, etc.), 3173 (imported commodities).

Input prices

Lower prices for many imported commodities were largely responsible for small changes in the price index for materials purchased by manufacturing industry during the first two quarters of 1975. Sharp increases in the costs of crude oil and in food materials

TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		Annual averages					Percentage changes				
		1971	1972	1973	1974	1975	1970-71	1971-72	1972-73	1973-74	1974-75
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	104.6	109.2	144.5	215.3	235.4	+4.6	+4.4	+32.3	+49.0	+9.3
	Materials†	104.1	108.6	147.6	222.8	239.8	+4.1	+4.3	+35.9	+50.9	+7.6
	Coal (except for carbonising), gas and electricity	107.9	111.9	113.5	144.3	193.7	+7.9	+3.7	+1.4	+27.1	+34.2
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	103.6	107.7	141.2	230.6	251.7	+3.6	+4.0	+31.1	+63.3	+9.2
	Materials†	103.0	107.1	145.2	242.8	260.0	+3.0	+4.0	+35.6	+67.3	+7.1
	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	107.7	112.6	141.2	175.8	202.3	+7.7	+4.6	+25.4	+24.5	+14.9
	Materials and fuels purchased by selected broad sectors of industry										
211 to 229	Food manufacturing industries	107.1	112.9	147.4	178.3	201.5	+7.1	+5.4	+30.6	+21.0	+12.8
	Materials†	107.0	112.9	148.5	178.8	201.2	+7.0	+5.5	+31.5	+20.4	+12.3
	Fuel	110.6	114.0	117.6	164.9	208.3	+10.6	+3.1	+3.2	+40.2	+26.3
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	107.7	113.2	142.2	172.4	199.7	+7.7	+5.1	+25.6	+21.2	+15.6
Order V	Chemicals and allied industries	108.8	112.2	135.9	215.4	239.1	+8.8	+3.1	+21.1	+58.5	+11.0
311 and 312	Steel industries	110.3	114.4	124.9	174.9	226.1	+10.3	+3.7	+9.2	+40.0	+29.3
321 to 323	Non-ferrous metals industry	88.6	87.8	117.7	158.4	144.5	−11.4	−0.9	+34.1	+34.6	−8.8
Order VII (excluding MLH 342)	Mechanical engineering industries	107.9	113.0	127.7	175.0	208.1	+7.9	+4.7	+13.0	+37.0	+18.9
Order IX	Electrical engineering industries	100.5	104.6	126.7	167.3	179.3	+0.5	+4.1	+21.1	+32.0	+7.2
Order X	Shipbuilding and marine engineering industries	106.4	110.1	125.2	168.7	206.4	+6.4	+3.5	+13.7	+34.7	+22.4
Order XII	Metal goods industries	106.1	113.6	135.6	190.9	222.5	+6.1	+7.1	+19.4	+40.8	+16.6
Order XIII	Textile industries	104.8	119.0	166.7	189,9	201.7	+4.8	+13.6	+40.1	+13.9	+6.2
Order XV	Clothing and footwear industries	105.7	116.8	138.3	168.3	182.4	+5.7	+10.5	+18.4	+21.7	+8.4
461, 464 and 469	Bricks, cement, etc., industries	111.1	117.8	125.9	170.6	219.8	+11.1	+6.0	+6.9	+35.5	+28.8
462 and 463	Pottery and glass industries	110.0	116.6	124.5	165.7	211.1	+10.0	+6.0	+6.8	+33.1	+27.4
Order XVII	Timber industries	105.9	114.2	162.9	215.4	218.0	+5.9	+7.8	+42.6	+32.2	+1.2
481 to 484	Paper industries	106.2	108.9	124.8	187.3	241.1	+6.2	+2.5	+14.6	+50.1	+28.7
Order XX	Construction materials	109.1	116.4	136.6	175.4	205.7	+9.1	+6.7	+17.4	+28.4	+17.3
Part of Order XX	House building materials	110.1	118.4	141.2	178.0	207.5	+10.1	+7.5	+19.3	+26.1	+16.6

† Includes crude oil and coal for carbonising.

in the latter half of the year contributed to an increase of 15½ per cent during the whole of 1975.

The price index for coal, gas and electricity purchased by all manufacturing industry continued to rise sharply in the first half of the year but showed only small increases in the second half. The index rose by 24 per cent in 1975 following an increase of 45 per cent in 1974.

There was a wide variation in the movements of price indices for materials and fuel purchased by broad sectors of industry. This largely reflected the relative importance and differing price movements of their imported commodities.

Note

The analysis of changes in price quotations for individual items December 1974-December 1975 (Table A) is presented in a slightly modified format. The new sub-divisions provide a more useful analysis at current rates of inflation.

(*Notes on index numbers of wholesale prices on pages* 115-118.)

TABLE 1(a) Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 100

1968 SIC		Annual averages					Percentage changes				
		1971	1972	1973	1974	1975	1970-71	1971-72	1972-73	1973-74	1974-75
361	Electrical machinery industry	104.6	108.9	126.2	170.6	193.6	+4.6	+4.1	+15.9	+35.2	+13.5
362	Insulated wires and cables industry	90.8	92.3	124.4	155.2	137.3	−9.2	+1.7	+34.8	+24.8	−11.5
364	Radio and electronic components industry	106.0	110.8	124.0	162.3	193.3	+6.0	+4.5	+11.9	+30.9	+19.1
368	Domestic appliances industry	105.8	111.1	123.6	160.0	189.4	+5.8	+5.0	+11.3	+29.5	+18.4
369	Electrical goods industries n.e.s.	103.4	108.8	125.9	165.1	186.2	+3.4	+5.2	+15.7	+31.1	+12.8
381	Motor vehicle industry	109.9	115.9	126.5	166.3	209.2	+9.9	+5.5	+9.2	+31.5	+25.8
411	Man-made fibres industry	105.7	108.1	113.9	167.8	209.7	+5.7	+2.3	+5.4	+47.3	+25.0
414	Woollen and worsted industry	100.5	132.9	221.2	207.8	206.7	+0.5	+32.2	+66.4	−6.1	−0.5
422/1	Household textiles and handkerchiefs industry	106.9	114.5	135.9	185.5	193.2	+6.9	+7.1	+18.7	+36.5	+4.2
450	Footwear industry	104.3	124.7	141.9	162.8	181.2	+4.3	+19.6	+13.8	+14.7	+11.3
481	Paper and board making industry	105.5	106.6	123.6	189.3	248.0	+5.5	+1.0	+16.0	+53.2	+31.0

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		Annual averages					Percentage changes				
		1971	1972	1973	1974	1975	1970-71	1971-72	1972-73	1973-74	1974-75
Orders III to XIX	Output of Manufactured Products†	109.0	114.8	123.2	152.0	188.7	+9.0	+5.3	+7.3	+23.4	+24.1
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	110.2	116.8	126.1	157.2	194.9	+10.2	+6.0	+8.0	+24.7	+24.0
	Output of selected broad sectors of industry										
211 to 229	Food manufacturing industries	109.2	114.1	132.6	165.4	199.8	+9.2	+4.5	+16.2	+24.7	+20.8
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	109.1	115.0	128.5	160.0	200.1	+9.1	+5.4	+11.7	+24.5	+25.1
Order V	Chemicals and allied industry†	108.2	113.7	118.9	152.8	188.7	+8.2	+5.1	+4.6	+28.5	+23.5
Order VI	Metal manufacturing	105.0	110.1	126.2	169.8	203.3	+5.0	+4.9	+14.6	+34.6	+19.7
311 and 312	Steel industries	109.1	115.0	125.9	175.3	226.7	+9.1	+5.4	+9.5	+39.2	+29.3
Orders VII to XII	Engineering and allied industries	110.3	116.2	124.5	151.4	190.5	+10.3	+5.3	+7.1	+21.6	+25.8
Order VII (excluding MLH 342)	Mechanical engineering	110.6	117.9	126.0	153.7	196.6	+10.6	+6.6	+6.9	+22.0	+27.9
Order VIII	Instrument engineering	107.6	113.0	117.1	133.3	165.6	+7.6	+5.0	+3.6	+13.8	+24.2
Order IX	Electrical engineering	108.1	113.3	119.5	142.8	173.2	+8.1	+4.8	+5.5	+19.5	+21.3
Order XI	Vehicles	110.6	120.4	129.7	158.9	207.4	+10.6	+8.9	+7.7	+22.5	+30.5
Order XII	Metal goods industries n.e.s.	107.8	114.3	126.9	161.4	196.8	+7.8	+6.0	+11.0	+27.2	+21.9
Order XIII	Textile industries	104.9	112.2	131.7	162.2	178.6	+4.9	+7.0	+17.4	+23.2	+10.1
Order XV	Clothing and footwear	106.5	113.4	122.0	141.7	163.6	+6.5	+6.5	+7.6	+16.1	+15.5
441/449	Made-up clothing	106.4	112.2	119.4	139.0	159.9	+6.4	+5.5	+6.4	+16.4	+15.0
461, 464 and 469	Bricks, cement, etc. industries	113.0	121.2	127.8	154.2	202.6	+13.0	+7.3	+5.5	+20.7	+31.4
462 and 463	Pottery and glass industries	112.7	118.4	123.8	146.0	195.1	+12.7	+5.1	+4.6	+17.9	+33.6
Order XVII	Timber industries	111.1	120.6	141.1	177.4	203.9	+11.1	+8.6	+17.0	+25.7	+14.9
481 to 484	Paper industries	107.5	113.5	123.5	171.0	222.3	+7.5	+5.6	+8.8	+38.5	+30.0
Order XX	New construction‡	107	119	147	185	224 p	+7.0	+11.2	+23.5	+25.9	+21.1 p

‡ Source: Department of the Environment.

† Reductions in the VAT-exclusive price of alcoholic liquor, tobacco and cigarettes, matches and mechanical lighters took place in April 1973. These reductions resulted from lower revenue duties designed to offset additional tax revenue from VAT. With unchanged prices in April for these products, index numbers for 1973 would have been higher by the following: All Manufactured Products: 1.3 points. Chemicals and Allied industries: 0.2 points.

p Provisional.

TABLE 3(a) Commodities produced in the United Kingdom (as published monthly)

1970 = 100

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
101	Coal	117.8	128.1	133.7	183.2	290.4
102/1	Coated limestone roadstone	111.1	119.9	128.2	185.8	242.8
	Aggregates for concrete	107.7	116.6	120.9	140.3	181.8
103	Sand and gravel – ex pit or works	113.9	119.0	122.5	141.8	182.9
240	Tobacco†	101.0	101.5	94.5	108.4	142.3
262	Motor spirit, Two star (including duty) ⌀	105.0	106.6	111.5	146.5	173.2
	Medium fuel oil (950 secs – including duty) ⌀	124.3	128.0	135.1	243.3	298.1
	Derv fuel (including duty) ⌀	104.7	106.2	109.8	140.7	150.1
263	Lubricating oil greases	113.6	118.8	133.1	190.2	205.9
271	General chemicals	107.0	109.8	114.4	158.4	201.1
271/1	Inorganic chemicals	108.0	112.3	116.8	140.7	197.0
271/2	Organic chemicals	106.3	108.1	112.9	185.7	222.6
272/1	Pharmaceutical chemicals	110.4	107.7	112.6	137.6	183.1
272/2	Pharmaceutical preparations	103.6	109.1	112.3	126.9	160.7
273	Toilet preparations	108.3	118.6	124.3	136.8	164.3
274	Paint	112.4	120.6	127.5	161.9	203.5
276/1	Synthetic resins and plastics materials	102.6	103.8	105.6	156.4	181.8
	Polyolefin moulding materials	101.5	100.6	100.9	166.9	187.6
	Polyvinyl chlorides	101.8	102.0	104.7	161.9	191.3
279/3	Explosives, fireworks, etc.	112.4	124.1	132.1	156.3	204.6
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	109.0	115.1	128.3	174.7	210.3
	Tinplate	110.9	117.1	128.6	188.2	216.5
	Finished steel (other than sheets, tinplates, forgings and castings)	109.2	114.2	125.5	177.9	232.8
	Steel plates (non-alloy)	113.0	119.4	131.6	191.9	253.2
	Steel sheet piling	111.5	118.0	129.7	181.5	240.9
	Heavy steel bars and sections	111.1	117.6	129.2	182.3	239.4
	Light re-rolled bars and sections	111.1	116.8	130.5	186.9	231.9
	Finished stainless steels	86.8	85.8	94.1	142.0	182.5
	Steel castings	109.0	116.0	124.8	154.3	211.2
	Forgings (other than drop forgings)	113.2	120.3	128.1	179.6	253.8
312	Steel tubes – other than electric conduit tubes	111.0	119.5	127.8	179.6	242.5
313/2 and 313/4	Iron castings	112.0	121.0	130.7	168.1	229.8
313/4	Cast and spun iron pipes and fittings	109.0	118.0	126.7	170.2	239.3
321	Wrought aluminium	105.2	108.8	118.1	148.9	173.7
	Aluminium: Rolled	104.4	107.7	116.4	143.8	167.0
	Extruded and drawn aluminium products – other than wire	105.3	109.1	118.2	143.6	166.9
	Aluminium: Castings	104.9	110.3	121.5	166.5	190.7
	Aluminium: Forgings	106.1	107.8	113.2	137.7	169.8
322	Brass ingots	78.4	77.0	117.1	160.2	118.7
331	Agricultural machinery	109.4	119.2	131.0	159.0	200.4
332	Metal-working machine tools	110.7	118.0	127.3	164.0	215.0
333	Pumps, valves, compressors, fluid power equipment	110.1	116.8	125.7	153.1	197.6

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
336	Construction and earth moving equipment	110.3	120.0	128.3	152.0	189.0
368	Domestic electrical appliances	107.6	113.2	115.2	129.2	158.6
381/1	Passenger cars‡	107.0	111.6	119.9	143.4	184.5
381/2	Commercial and public service vehicles	112.2	121.1	130.3	162.0	216.6
	Commercial vehicles not exceeding 1½ tons gross vehicle weight	112.4	123.4	132.0	162.6	216.5
	Commercial vehicles and chassis over 1½ tons gross vehicle weight	112.0	120.4	130.0	161.9	216.4
	Public service vehicles	112.7	120.3	128.3	161.1	218.8
390	Engineers' cutting tools and parts: non diamond	106.9	110.1	117.6	134.5	165.9
	Hacksaw blades	109.6	113.6	119.7	139.1	162.0
	Engineers' cutting tools: diamond	106.1	107.0	113.4	128.1	148.7
	Engineers' cutting tools	107.0	110.2	117.4	134.2	164.5
391	Hand tools and implements	109.4	118.0	128.7	157.4	203.7
392	Cutlery and tableware	108.2	117.1	125.1	151.5	188.0
399/1	Metal furniture, office and works equipment	107.3	112.0	122.2	152.1	182.1
399/12	Plumbers brassware	101.3	107.0	123.9	148.5	161.1
411	Man-made fibres production	103.1	103.6	105.7	137.9	156.9
412,414/5 and 415	All spun man-made fibres yarns	106.0	112.8	125.6	157.3	170.4
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	107.2	115.2	143.9	191.0	185.0
413	Woven cotton cloth in the loomstate	108.0	117.4	138.8	193.8	190.2
	Man-made fibres fabrics in the loomstate	106.8	114.8	132.1	172.5	195.0
414/2	Yarns of wool spun on the worsted system	101.1	127.9	188.3	189.5	191.3
417	Hosiery and other knitted goods	102.0	104.9	116.2	139.5	153.1
419	Carpets and rugs	104.9	111.7	130.1	153.1	177.8
429/1	Asbestos manufactures	108.2	109.5	111.5	135.3	170.4
431/1	Leather for footwear	100.9	138.5	161.2	156.7	159.8
450	Footwear – including rubber footwear	106.8	116.5	129.6	149.0	173.0
461/1	Refractory goods including bricks	114.7	119.4	124.6	156.8	212.0
461/2	Non-refractory goods, including building bricks	112.8	124.2	135.5	164.6	208.5
	Engineering bricks – *delivered*	116.8	138.3	156.1	200.7	235.8
463/1	Flat glass (including safety and silvered glass)	111.0	117.9	122.7	140.0	191.5
	Glazing sheet and plate glass	108.5	113.1	116.4	126.3	163.9
463/2	Glass containers	115.6	118.6	122.3	150.1	203.6
464	Cement – *delivered in bulk*	120.3	127.4	127.4	145.6	204.2
469/2	Precast concrete products	111.6	118.7	128.3	149.2	193.4
	Precast concrete pipes – *delivered*	115.1	119.2	125.4	145.6	211.8
	Precast concrete manholes – *delivered*	113.6	115.5	117.5	135.8	177.4
471/1	Homegrown hardwood – sawn	108.5	117.5	165.0	222.2	224.0
471/2	Building joinery	114.5	127.4	158.6	194.1	225.7
472	Domestic furniture	109.4	118.4	130.0	155.4	185.4
473	Bedding, etc.	112.3	120.7	131.9	169.1	199.7

TABLE (3a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
481	Paper and board	106.4	110.6	120.3	170.6	219.4
	Printings and writings – excluding newsprint	106.5	110.7	121.2	165.9	213.0
482/1	Cardboard boxes, cartons and fibreboard packing cases	107.5	113.4	124.1	168.5	220.2
483	Manufactured stationery	110.7	118.2	127.9	166.8	217.7
484/1	Wallpaper	109.8	116.9	127.3	168.9	216.9
489	General printing, bookbinding etc.	108.7	116.9	124.7	151.4	184.8
491/1	Rubber tyres and tubes	111.6	115.7	119.9	149.3	178.6
492	Linoleum and felt base	109.6	112.5	115.9	146.4	183.9
Part 399/472	Office furniture	110.4	119.1	134.6	176.0	209.7
Part 338/399/472	Office equipment and machinery	107.0	113.0	122.7	148.9	173.7

● Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1,000 gallons) exclusive of rebates.
† Reductions in the VAT-exclusive price of tobacco took place in April 1974. This reduction resulted from lower revenue duties designed to offset additional tax revenue from VAT.
‡ Inclusive of purchase tax (before its abolition), VAT and Car Tax.

TABLE (3b) Commodities wholly or mainly imported into the United Kingdom (as published monthly) 1970 = 100

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
Hides and skins		105.1	186.2	214.8	174.0	159.5
Non-ferrous metals:						
	Aluminium, virgin ingot delivered	100.5	91.9	95.6	127.6	152.8
	Copper‡	75.3	72.5	123.3	148.8	94.6
	Lead‡	82.0	95.2	138.2	199.6	146.8
	Nickel refined delivered§	101.5	103.1	114.8	135.9	168.3
	Tin, ingot min. 99.75%‡	93.9	98.4	128.6	228.4	201.9
	Zinc‡	102.9	122.5	282.0	429.3	272.3
	Zinc§	109.2	122.0	168.6	259.9	286.1
Natural rubber		82.0	84.1	165.7	178.6	162.5
Sulphur, crude cif (for acid making)		93.1	86.5	98.4	159.8	259.1
Textiles:						
	Raw cotton – all types	112.9	116.6	204.2	229.5	196.9
	American types cif Liverpool	115.5	120.1	210.2	232.0	199.8
	Egyptian types cif Liverpool	100.2	99.1	174.4	217.2	182.5
	Raw wool – all types	93.0	151.8	316.8	242.5	205.3
	Imported, merino	90.4	149.7	355.6	259.4	214.5
	Imported, fine crossbred	94.5	159.0	349.4	250.8	204.7
	Imported, medium and course crossbreds	103.4	173.7	303.5	256.2	228.7
	British types	82.6	126.2	229.2	198.4	175.1
Timber:						
	Imported hardwood (ex-yard or wharf)	106.6	122.7	197.6	243.1	229.8
	Imported plywood (delivered to consumers)	103.3	116.7	170.8	231.9	221.9
	Imported softwood (delivered to consumers)	104.2	111.6	195.8	258.8	238.5
Woodpulp, imported		104.6	103.2	124.0	196.0	284.7

‡ L.M.E. settlement price. § Producers price.

TABLE 4(a) Supplementary list of commodities produced in the United Kingdom (as published April, August and December)

1970 = 100

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
102	Stone and slate quarrying and mining	108.3	114.6	120.9	159.0	211.5
	Stone quarrying and mining	108.0	114.1	120.5	157.7	210.6
	Granite and other chippings, aggregate and roadstones	103.9	109.4	115.9	144.5	191.1
	Granite and other chippings	106.4	112.6	118.4	140.9	191.6
	Coated granite and whinstone roadstone	111.6	117.8	123.3	180.1	251.2
	Uncoated limestone roadstone and aggregates	108.4	115.4	120.1	142.4	192.4
	Uncoated limestone roadstone (excluding aggregate)	108.9	114.0	118.6	138.4	187.4
	Agricultural ground limestone	104.1	105.9	107.7	130.1	165.1
	Industrial ground limestone	104.5	108.9	116.7	137.6	178.3
	Granite and limestone roadstone	107.0	113.7	120.1	153.9	204.0
	Slates	120.5	128.9	137.6	178.1	240.3
103	Chalk, clay, sand and gravel extraction	112.8	117.1	119.9	142.0	185.4
	China clay	108.4	124.8	127.3	148.9	200.0
	Sand and gravel – delivered	104.2	111.9	115.8	132.6	160.4
	Moulding sand	107.5	110.6	117.4	134.7	176.6
109	Salt	113.1	121.8	123.1	133.7	173.0
211	Flour for breadmaking	105.5	112.5	131.5	246.2	261.5
216	Sugar – bulk granulated	113.3	119.1	127.9	166.2	338.6
217	Chocolate and sugar confectionery	107.7	115.4	120.2	159.1	212.6
221	Vegetable and animal oils and fats	101.4	90.5	151.4	252.0	193.8
231	Beer ‡	104.7	109.3	98.0	109.9	146.0
240	Cigarettes	100.9	101.4	94.4	108.7	141.8
	Pipe tobacco	101.5	102.3	95.3	111.0	147.5
271/1	Caustic soda, soda ash and other sodium compounds	112.1	119.5	124.7	156.6	230.7
	Caustic soda	112.1	119.5	121.7	139.3	209.1
	Soda ash	110.8	119.0	128.0	169.8	250.8
	Other sodium compounds	113.7	120.2	124.4	160.8	231.7
	Inorganic chemicals other than sodium and sodium compounds	106.6	110.1	114.3	135.7	186.4
	Sulphuric and other inorganic acids	104.5	106.4	108.7	127.3	162.7
	Sulphuric acid	97.9	94.6	95.5	118.5	132.1
	Inorganic acids (other than sulphuric)	110.3	116.7	120.3	135.1	189.7
	Blacks, carbon and mineral	110.5	115.2	116.6	192.2	234.8
	Phosphorous and phosphorous compounds	126.3	133.7	141.2	162.8	328.3
271/2	Alcohols	104.1	106.0	107.1	177.1	222.0
	Coal tar products	103.2	109.3	120.3	218.6	292.3

TABLE (4a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
	Halogenated, sulphonated nitrated or nitrosated derivatives of hydrocarbons	109.7	113.1	114.0	123.7	155.6
	Phenols	100.5	100.6	101.9	217.4	253.4
	Nitrogen-function organic compounds	103.6	102.9	103.5	135.2	176.1
271/3	Bleaching materials	106.6	111.0	112.6	123.2	170.1
	Plasticisers	101.2	100.9	105.0	171.3	202.0
	Phthalate plasticisers	100.0	98.2	102.3	168.3	197.0
272/2	Anti-infective agents	99.3	102.0	105.5	116.5	148.5
	Antibiotic preparations	96.0	96.0	97.3	102.2	125.5
	Hormone preparations	100.0	99.4	100.0	102.3	116.3
	Preparations affecting metabolism and nutrition	103.0	108.0	113.0	127.8	161.0
	Preparations affecting the nervous system	103.6	109.3	110.6	125.5	157.0
	Analgesics	105.8	113.6	119.0	138.2	173.3
	Aspirin and compounds	108.6	117.9	125.3	144.9	181.6
	Other analgesics	100.3	104.8	106.2	124.8	156.8
	Anti-depressives	101.7	103.8	107.7	121.5	151.0
	Preparations acting on the cardiovascular system	100.1	101.1	102.3	111.6	128.6
	Preparations, acting on the alimentary system	109.6	116.9	121.3	140.7	193.9
	Laxatives	113.1	121.7	128.4	161.9	228.7
	Preparations acting on the respiratory system	108.1	118.5	123.6	142.2	184.8
273	Hair settings, lotion and spirits	109.0	118.3	121.4	125.7	142.5
	Soapless shampoos	105.2	115.0	121.6	132.0	155.9
	Dental preparations	107.6	116.5	121.9	132.4	168.3
	Preparations especially for men	107.4	117.3	126.7	140.8	175.6
	Make-up	111.1	124.9	132.3	147.1	176.9
	Face powders	114.3	125.6	134.8	153.6	180.0
	Lipsticks	116.0	133.8	139.0	151.0	184.6
	Manicure preparations	114.2	127.5	133.0	141.6	193.5
	Other make-ups	107.1	120.5	128.5	144.6	165.1
	Eye make-up	104.1	116.2	125.2	134.2	160.1
	Treatment creams	110.0	118.1	123.3	138.8	169.2
	Face creams	110.5	116.6	121.2	130.4	153.9
	Hand creams and jellies	108.0	116.4	122.5	146.1	186.7
	Face and skin lotions	110.8	121.4	126.8	144.1	175.9
	Talcum, baby and other dusting powders	110.4	121.7	126.2	144.9	179.3
	Depilatories and deodorants	106.2	114.4	119.0	124.8	144.8
274	Oil and/or synthetic-based, non-aqueous air-drying primers, surfacers and sealers	111.7	120.5	126.7	161.8	225.3
	Oil and/or synthetic-based, non-aqueous air-drying undercoats	114.2	123.8	131.6	165.7	200.2
	Oil and/or synthetic-based, non-aqueous air-drying finishes	113.0	122.1	128.6	160.2	198.9
	Emulsion paints	112.6	119.9	125.5	148.9	180.6
275	Soaps, detergents, candles and glycerine	108.0	112.3	123.7	162.8	185.0
	Glycerine	106.2	111.9	116.0	187.5	230.6
	Soap (excluding scouring powders)	108.9	116.9	128.7	165.4	196.4
	Toilet and shaving soap	108.9	118.9	133.7	178.2	211.0
	Soapless detergents	105.4	109.4	113.3	146.2	175.2
	Soapless detergents: pastes and other forms (excluding powders)	106.3	110.4	115.3	150.0	170.9
	Scouring powders	110.3	117.0	122.5	136.4	154.8
	Oleine, stearine etc.	110.7	102.5	144.6	218.7	184.6
276	Synthetic resins, plastics materials and synthetic rubber	102.6	104.0	106.3	159.5	185.3
	Laminated materials	106.2	110.4	125.8	202.0	235.9
	Phenolic and cresylic plastics – resins	105.4	108.3	114.5	176.9	211.9
	Phenolic and cresylic plastics – moulding powders	104.8	104.8	106.6	143.0	171.8
	Polystyrene and styrene copolymers – moulding powders	102.0	102.5	107.0	176.6	203.7
	General purpose polystyrene	101.4	102.0	107.7	203.6	243.3
	Expandable polystyrene and styrene copolymers	101.1	102.8	105.2	157.4	180.3
	Transparent cellulose film	106.0	118.3	121.8	154.4	179.9
277	Dyestuffs and pigments	111.6	115.7	122.0	141.5	174.0
	Pigments	108.5	114.1	123.3	150.2	188.4
	Inorganic pigments and earth colours	98.8	107.3	120.0	142.8	169.2
	White lead, dry*	90.7	101.9	128.0	168.0	156.7
279	Other chemical industries	108.5	115.1	120.6	146.0	187.1
	Principal products of the polishes industries	109.2	115.0	119.7	140.9	195.8
	Polishes mainly for domestic use	108.0	114.8	118.3	131.4	183.3
	Adhesives	108.7	114.5	121.3	160.5	195.9
	Formulated pesticides	102.4	108.7	114.0	146.8	198.3
	Surgical and medical dressings	109.1	115.8	124.8	155.2	180.8
	Sanitary towels	108.7	116.1	122.4	146.9	182.9
	Photographic paper and film and photochemical materials	106.1	111.5	114.2	132.5	169.3
	Sensitised paper, cloth etc.	106.0	112.5	115.4	136.5	171.2
311/2	Steel sheets	106.5	112.0	124.8	168.6	203.1
	Electrical steel sheets	107.8	113.2	126.6	169.2	205.2
	Stainless steel sheets	87.0	88.7	97.8	127.6	152.4
	Galvanised steel sheets	110.2	117.9	131.8	180.2	219.1
	Semi-finished steels	107.5	113.5	127.3	178.2	240.4
	Semi-finished steels for forgings (other than drop forgings)	107.4	111.4	125.1	174.9	239.3
	Semi-finished steel for alloy and stainless products (except sheets and tubes)	99.8	103.2	111.3	150.5	208.7
	Semi-finished steel for drop forgings and stampings	108.5	114.7	123.7	164.5	244.2
	Semi-finished steel for tubes	109.7	116.6	133.3	189.7	249.3
	Semi-finished steel for forgings (other than drop forgings) (using public sector indicators)	107.4	111.6	122.3	168.3	239.0
	Steel wire rods	111.3	115.1	125.6	171.7	225.0
	Heavy steel rails and fishplates	109.6	117.4	127.6	178.2	277.1
	Steel plates, alloy	105.4	116.0	129.5	192.4	275.7
	Hot rolled steel strip	112.4	118.7	138.1	198.7	248.6
	Bright steel bars, non-alloy	108.3	112.5	121.7	162.3	218.4
	Cold rolled steel strip, non-alloy	109.2	114.4	124.0	175.0	225.3
	Alloy steel bars and rods, black (excluding stainless)	100.0	103.4	113.9	157.1	202.8

TABLE 4(a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
	High speed, tool and magnet steel	100.6	101.4	111.2	162.8	206.5
	Carbon steel castings	111.2	118.4	126.0	156.5	210.4
	Alloy steel castings, stainless and heat-resisting	100.1	106.7	117.2	136.9	190.7
	Other alloy steel castings	112.4	119.1	129.3	165.5	231.5
312	Steel tubes and fittings	111.1	119.5	127.9	179.0	241.3
	Non-alloy steel tubes, hot finished	112.2	121.3	129.9	187.9	257.1
	Pipe fittings	111.1	116.9	123.7	163.3	220.9
313	Iron castings etc.	112.6	121.3	131.4	169.5	232.3
	Automobile iron castings	110.6	120.6	126.6	165.5	266.1
	Engineers' castings (other than automobile castings)	113.8	122.7	132.6	164.2	222.6
	Malleable iron castings	112.8	119.8	130.2	171.8	234.7
	Cast iron stoves and grates etc.	110.2	121.1	141.0	193.2	258.8
	Building and domestic castings (excluding malleable)	111.1	120.6	136.7	182.7	250.0
321	Aluminium plates, sheets and strip	104.4	107.7	116.8	144.6	167.5
	Aluminium blanks, circles, discs and slugs	104.5	107.2	113.7	139.0	163.9
322	Copper tubes	86.5	86.5	119.9	137.4	109.4
	Copper sheet and strip	85.6	85.7	125.7	151.5	116.5
	Wrought brass	89.2	90.0	131.6	168.7	134.0
	Brass strip and sheet (and yellow metal condenser plates)	87.4	88.2	132.7	172.9	131.8
	Copper scrap No. 1 bright wire*	74.6	72.1	112.0	138.4	90.0
323	Magnesium ingots, electrolyte min. 99.8%*	99.2	96.6	108.0	183.2	251.2
	Titanium (alloy billets)	104.2	104.2	104.2	113.5	151.2
	Silicon min. 98% pure*	103.0	103.4	128.8	262.3	318.1
	Zinc sheets, 1-17 mm. basis*	120.6	139.5	180.7	263.0	279.9
	Bismuth§	87.6	56.8	74.9	146.4	139.6
	Cobalt metal, delivered UK*	99.4	103.5	131.3	159.7	188.8
	Lead sheet and pipe	88.2	99.6	130.6	176.6	151.9
337/2	Cranes	106.4	114.5	123.0	146.5	189.4
339/6	Portable power tools	107.3	113.3	119.5	140.5	177.0
354/2	Spectrophotometers	104.9	113.0	117.8	124.8	141.9
365	Broadcast receiving and sound reproduction equipment	103.2	106.8	109.7	117.8	136.5
	Gramophone records and pre-recorded tapes	106.9	115.7	125.2	132.3	161.6
	Gramophone records	106.9	115.7	125.5	136.8	166.7
	Other broadcast receiving and sound reproduction equipment	102.8	105.8	108.0	116.2	133.8
	Domestic television receivers, colour†	101.8	102.0	102.7	107.4	123.9
	Domestic television receivers, monochrome†	103.5	107.1	109.7	119.0	138.0
	Domestic television receivers†	103.1	105.9	108.1	116.4	134.9
	Radiograms	106.1	111.8	112.5	121.2	142.9
	Record players and tape recorders	101.7	104.3	105.0	111.9	131.6
368/1	Domestic electrical cooking appliances	107.1	117.3	122.4	136.1	161.4
	Electric cookers	106.7	118.7	124.8	137.7	158.8
368/3	Domestic electrical heating appliances	107.3	113.0	116.0	133.1	167.8
	Electric fires	110.0	115.4	116.7	129.0	159.5
	Water heaters, wash boilers etc.	105.9	114.2	125.6	157.8	204.6
	Electric storage heaters and other space heating apparatus	104.6	111.0	113.7	131.3	163.0
368/4	Electric vacuum cleaners and polishers	111.1	114.7	116.9	132.9	165.5
	Domestic electric flat irons	110.5	117.2	118.5	135.0	185.0
368/6	Domestic refrigerators, gas and electric	105.8	109.2	108.8	121.6	154.5
	Domestic electric refrigerators	104.9	107.4	105.9	122.4	158.0
369/5	Installation materials, domestic	107.1	108.6	118.5	155.6	176.0
391	Handsaws and blades (excluding hacksaws)	109.0	117.1	131.6	166.6	211.7
	Pliers, pincers and nippers	118.9	126.7	133.3	159.0	209.5
	Agricultural, horticultural and other heavy edged tools	106.5	117.5	125.6	151.4	192.3
	Carpenters', builders' and other light edged tools	107.9	114.5	121.9	146.4	201.4
	Spanners and wrenches	111.0	118.1	133.1	168.4	207.4
392	Razors and razor blades	105.9	115.0	117.9	125.5	150.1
	Razor blades	105.8	115.0	117.9	125.7	150.5
	Knives, scissors etc.	109.7	117.9	128.6	165.5	205.8
	Machine knives, guillotine and shear blades	113.1	122.2	136.2	199.0	265.6
	Scissors and tailor's shears	110.2	116.9	128.8	161.6	195.0
	Spoons and forks	109.9	118.7	129.3	169.8	224.1
	Spoons and forks, silver plated	115.2	126.9	139.4	201.8	246.9
	Spoons and forks, stainless steel	109.8	125.0	134.2	168.1	204.5
393	Nuts and bolts etc.	108.4	116.7	123.9	164.4	219.4
	High tensile steel nuts and bolts	114.9	122.8	130.3	177.7	237.4
	Wire and wire manufactures	103.9	107.0	123.3	158.7	178.0
	Wire and wire manufactures of iron and steel	111.0	115.4	124.3	165.2	203.2
	Iron and steel wire, single stranded	112.4	116.1	127.8	172.5	220.2
	Iron and steel wire, single-bright	112.5	116.0	127.7	171.7	219.8
	Iron and steel wire, galvanised	112.3	116.3	128.4	177.4	222.4
	Cable and rope	114.3	123.1	130.9	155.8	198.1
	Wire netting	111.8	118.2	125.5	151.0	184.3
	Chain link fencing	105.8	111.6	117.9	147.1	174.5
	Reinforcement fabric	106.7	109.1	113.2	159.6	169.2
	Wire and wire manufactures of brass and bronze	90.8	93.1	115.3	141.6	126.7
	Brass and bronze woven wire cloth etc.	106.9	115.2	125.8	147.2	160.8
	Wire and wire manufactures of copper	80.0	78.6	126.9	153.0	103.8
	Copper wire in coils H.C. wire, 3.15mm*	79.8	78.3	127.0	153.1	103.3
	Woven copper wire	101.1	108.1	120.4	143.7	154.7
395	Small metal boxes and containers	110.5	116.7	124.8	167.6	207.7
396	Silver bullion*	84.6	90.6	139.7	268.7	269.7
399/1	Metal non-domestic furniture	109.6	115.9	126.7	157.6	188.6
	Metal chairs	103.8	112.0	120.4	144.6	169.0
	Metal cabinets	109.9	115.2	123.2	160.1	187.7
	Metal storage cupboards, lockers, shelving and racking	111.1	117.4	130.2	157.1	190.3

TABLE 4(a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
	Kitchen and bathroom furniture	101.5	102.0	110.5	138.4	164.8
399/6	Domestic hollow-ware	113.1	121.6	129.2	156.8	189.1
	Domestic hollow-ware, aluminium	115.6	124.0	130.2	151.1	181.9
399/7	Industrial hollow-ware	110.2	117.3	126.3	159.6	203.6
	Steel drums	110.7	118.2	127.1	158.5	200.7
399/8	Slide and zip fasteners of metal	113.5	119.3	121.6	144.4	178.8
399/9	Domestic gas appliances	108.3	111.2	112.0	126.8	153.1
	Gas cookers	109.5	112.9	113.2	126.4	152.0
	Gas water heaters and wash-boilers	108.5	110.1	113.4	138.9	170.5
	Gas fires and space heaters	106.1	108.2	109.2	122.6	147.9
399/12	Catering equipment	106.5	112.0	117.2	136.8	175.1
	Domestic oil burning appliances	104.6	112.4	120.5	151.2	191.3
	Metal furnishings for doors and windows	108.1	111.7	126.6	164.3	203.1
	Fire extinguishing apparatus (hand operated, chemical)	114.7	119.8	123.3	139.8	175.0
412	Spinning and doubling on the cotton and flax systems	104.8	109.2	131.8	171.6	169.6
	Cotton yarns	108.0	116.7	161.8	224.1	201.9
	Cotton-spun mixture yarns of cotton and man-made fibres	107.7	118.2	127.5	137.8	136.8
	Cotton-spun man-made fibres yarns	106.4	113.4	126.9	162.1	172.6
	Cotton-spun regenerated man-made fibre yarns	108.2	119.6	140.4	193.1	204.3
	Processed yarns of man-made fibres	98.2	92.1	96.6	114.5	119.2
	Spun yarns of flax and man-made fibres	102.9	110.5	139.0	184.1	213.5
	Flax-spun yarns of man-made fibres	102.6	107.2	115.6	143.1	167.8
413	Weaving of cotton, silk, man-made fibres and linen	107.2	115.7	135.2	182.0	194.1
	Other plain cloths (grey) tea towelling, cleaning and dishcloths	102.8	113.9	141.8	200.2	188.8
	Woven linen in the loomstate	106.3	114.9	139.0	192.5	213.1
	Heavy linen	109.7	118.5	141.0	187.2	225.3
	Woven fabric of glass fibre	103.6	102.6	107.5	144.0	189.9
	Woven cloth of glass fibre – except insulation fabric	100.2	98.8	102.6	142.2	189.7
414	Woollen and worsted	103.7	121.4	169.9	183.9	194.8
414/1	Wool tops*	92.8	144.7	275.3	218.2	189.2
414/2	Worsted spinning	102.1	123.5	171.2	179.3	185.5
	Yarns of man-made fibres spun on the worsted system	105.1	112.0	123.5	149.4	166.2
414/3	Woven worsted fabrics	103.9	118.0	173.4	189.8	202.2
414/4	Wool rag*	95.9	103.3	202.8	215.1	208.2
414/5	Woven woollen fabric	105.9	120.3	160.6	184.6	201.9
	Blankets	108.9	120.3	157.3	189.8	200.4
	Other woven woollen fabrics	104.9	120.3	161.8	182.8	202.4
	Yarns spun on the woollen system	102.6	125.3	178.8	182.3	188.4
414/6	Pressed wool felt	105.4	114.6	150.0	185.9	216.8
415	Spinning and weaving of jute and spinning and weaving of other yarns on the jute system	106.8	123.3	127.7	152.6	191.8
	Spun yarns of jute and man-made fibres	109.3	123.9	128.2	148.3	175.4
416	Rope, twine and net	107.1	111.2	128.5	190.9	242.4
	Cordage, cables, ropes and twines	107.3	111.4	129.8	194.9	247.0
	Nets and netting	104.3	107.7	110.6	137.6	179.3
417	Hosiery and other knitted goods – hose	100.9	102.3	107.1	119.4	134.2
	Men's hose	103.2	104.5	114.2	133.5	148.3
	Women's hose	102.7	107.0	111.2	122.1	140.0
	Children's hose	101.4	105.9	115.1	138.2	157.0
	Panti hose etc.	97.0	93.6	95.0	103.3	112.6
	Hosiery and other knitted goods – underwear	104.2	111.1	126.8	154.6	178.5
	Men's knitted underwear	105.0	112.9	126.7	161.2	176.8
	Mens' knitted underwear, man-made fibres and mixtures of natural and man-made fibres	103.9	123.7	143.5	176.0	190.6
	Women's knitted underwear	102.7	110.1	130.0	148.7	179.6
	Children's and infants' knitted underwear	105.6	110.2	121.3	154.5	179.3
	Children's and infants' knitted underwear – cotton	105.8	110.5	119.5	152.5	177.9
	Hosiery and other knitted goods – knitted outerwear	101.5	105.3	119.0	140.1	155.8
	Women's knitted outerwear	101.4	103.9	115.1	138.6	156.2
	Knitted fabrics	102.5	103.0	113.2	143.9	149.9
	Knitted fabrics, weft	103.7	102.7	116.2	159.0	160.2
	Knitted fabrics, warp	101.1	103.3	109.8	127.0	138.4
419	Carpets	104.7	111.6	130.0	152.9	177.5
	Woven carpets	105.6	115.2	138.0	162.2	189.1
	Axminster carpets	105.9	115.6	138.5	161.1	187.7
	Wilton carpets	104.8	114.3	136.8	164.7	192.5
	Tufted carpets	102.9	104.5	114.3	134.7	154.7
	Rugs	112.3	116.7	134.4	159.5	187.0
421	Narrow fabrics	110.3	118.1	131.6	173.0	196.8
421/1	Elastic webs and cords	106.1	112.0	118.1	146.2	168.8
421/3	Non-elastic fabrics	113.1	122.2	140.3	188.8	213.4
	Petershams, galloons and ribbons	116.0	124.3	137.0	162.0	187.4
422	Made-up textiles	108.0	120.5	142.3	192.5	203.0
422/1	Household textiles and handkerchiefs	107.3	116.7	140.9	188.7	196.3
	Bed linen – sheets and bedspreads	106.1	116.4	142.9	188.2	189.6
	Tea towels, cleaning and polishing cloths	108.8	118.0	140.6	199.2	222.0
	Quilts and sleeping bags – down and other	106.5	108.1	112.3	127.3	141.4
422/2	Canvas sacks and bags and other made-up textiles	109.7	128.2	145.3	200.9	216.8
	Other made-up textiles of canvas, cotton, man-made fibres etc.	107.2	119.8	146.3	205.8	213.8
429	Other textile industries	105.1	108.6	112.0	131.5	164.6
429/1	Asbestos brake and clutch linings – replacement sales to factors	112.8	120.4	126.2	148.3	191.7
429/2	Hair, fibre and allied industries	100.2	107.2	113.0	125.4	155.0
	Needleloom felt and carpeting	102.3	108.2	118.4	134.8	159.7
432	Travel goods	108.4	116.5	130.6	160.8	186.3
441	Weatherproof outerwear	105.3	108.9	116.6	141.2	162.2

TABLE 4(a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
442	Men's and boys' tailored outerwear	111.2	117.4	123.7	143.3	168.2
	Men's and youth's overcoats	112.0	114.4	117.7	123.5	132.0
	Men's and boys' suits	110.4	118.7	128.5	151.4	181.2
	Men's and boys' jackets	106.3	112.0	121.0	143.5	170.5
	Men's and boys' trousers	117.4	119.8	122.5	137.8	157.5
443	Women's and young girls' tailored outerwear	105.0	109.7	116.7	131.5	158.0
	Women's overcoats	106.3	112.1	119.4	135.8	163.7
	Women's suits, skirts and slacks – excluding jeans	104.4	109.7	116.8	132.8	155.5
444	Overalls and men's and boys' shirts	105.7	112.8	121.8	151.6	169.0
444/1	Heavy overalls, aprons and jeans	105.9	115.4	131.0	179.3	194.0
444/2	Men's and boys' shirts, nightwear etc.	105.6	111.8	118.2	141.1	159.5
	Men's and boys' pyjamas	103.9	111.3	121.2	160.3	184.7
	Men's and boys' shirts'	105.8	111.9	117.3	137.4	154.8
	Men's and boys' shirts, woven fabric	107.3	113.2	122.3	145.0	164.3
	Men's and boys' shirts, knitted fabric	104.5	110.6	112.6	130.4	145.9
	Men's and boys' dressing gowns	106.1	115.3	132.7	156.1	176.1
445	Dresses, lingerie, infants' wear etc.	103.0	108.8	115.9	130.8	146.1
445/1	Light outerwear	103.2	109.1	115.4	129.2	143.4
	Women's dressing gowns	98.3	97.5	101.7	107.8	112.2
445/2	Lingerie	103.4	107.8	116.5	139.1	158.3
445/3	Infants' wear	101.8	109.7	117.1	122.3	135.4
449	Dress industries n.e.s.	107.0	112.8	119.6	140.0	164.2
449/1	Corsets, brassieres and swimwear	107.5	113.4	119.6	138.0	161.4
	Corsets	108.7	114.2	121.8	143.4	168.0
	Brassieres	106.1	112.4	115.9	129.8	152.0
	Swimwear	106.5	113.0	120.2	137.2	158.2
449/2	Gloves	107.9	115.9	126.1	157.2	190.4
	Leather gloves	104.6	111.8	124.4	158.9	188.2
	Women's leather gloves	103.8	110.7	123.3	154.5	178.6
450	Boots and shoes with uppers of leather	106.2	116.0	131.3	148.2	171.6
	Men's boots and shoes with leather uppers	105.9	118.6	140.4	162.8	188.5
	Women's shoes and bootees with leather uppers	105.9	114.9	128.3	139.8	163.6
	Boys', girls' and infants' boots and shoes with leather uppers	107.4	114.5	124.1	144.5	163.3
	Boots and shoes with uppers wholly or mainly of materials other than leather	107.6	116.0	122.9	140.6	163.2
	Slippers and indoor footwear	108.3	118.7	127.6	158.7	184.8
	Sandals	108.0	116.9	136.3	164.0	191.0
461	Bricks, fireclay and refactory goods	113.4	122.7	132.0	162.1	209.7
461/1	Basic bricks	113.8	114.0	116.5	152.7	209.6
461/2	Building bricks and clay partition blocks	113.9	126.8	140.0	168.7	217.0
	Facing bricks, fletton (delivered)	105.0	110.0	121.1	134.5	179.8
	Facing bricks, non-fletton (ex-works)	118.3	132.2	147.9	182.8	232.0
	Common building bricks, fletton (delivered)	111.1	120.6	129.2	148.6	208.1
	Common building bricks, non-fletton (ex-works)	114.8	131.5	144.7	177.9	221.1
	Engineering bricks (ex-works)	114.7	138.4	158.7	198.1	238.6
	Non-refratory goods (other than bricks)	109.8	117.4	123.9	153.9	187.3
	Roofing tiles (ex-works)	117.5	136.4	154.9	189.1	249.8
	Fireclay sanitary ware	112.1	118.6	121.2	133.1	173.8
	Building bricks (delivered)	115.3	131.7	148.3	179.6	223.0
462	Pottery	112.0	120.1	127.1	148.7	189.7
	Vitreous china sanitary ware and pottery tiles	111.5	120.7	127.5	146.9	180.5
	Vitreous china sanitary ware	112.7	122.3	129.5	146.1	184.1
	Pottery tiles	110.6	119.5	125.9	147.5	177.8
	Domestic earthenware	114.5	122.8	131.1	151.9	193.9
463	Glass	112.9	117.9	122.8	145.1	196.8
	Glass (other than containers)	111.1	117.4	123.1	141.8	192.3
	Glass products (other than flat glass and containers)	111.3	117.1	123.4	143.5	193.0
	Scientific and machinery glassware (including tubing and rod)	113.0	121.4	130.2	154.2	198.2
	Illuminating glassware	111.2	118.1	123.2	143.8	172.1
	Domestic glassware	117.3	121.8	126.0	142.2	177.2
	Hand gathered domestic glassware	107.6	112.7	122.5	144.8	187.5
	Glass containers, for the food processing industry	111.6	116.4	119.0	149.5	203.4
	Glass containers, other than for food processing industry	116.5	119.1	123.0	150.2	203.6
464	Cement	119.6	127.4	127.4	145.6	204.2
	Cement delivered in bags	119.1	127.4	127.4	145.6	204.2
469/1	Abrasives	107.7	114.8	122.1	152.4	191.9
	Abrasive papers and cloths	109.3	120.1	135.1	170.0	216.0
469/2	Building materials n.e.s.	112.7	120.6	126.6	151.9	200.5
	Pitch fibre pipes	103.6	111.4	117.0	150.7	181.0
	Precast concrete building blocks (delivered)	108.6	120.9	136.1	155.5	190.1
	Precast concrete building blocks (ex works)	107.9	119.9	125.0	142.2	174.3
	Precast concrete – flags and kerbs (delivered)	105.4	106.1	110.6	124.5	151.8
	Asbestos cement products	114.3	122.7	125.5	149.8	200.3
	Sandlime bricks	120.0	138.2	148.0	173.0	216.6
	Lime products	118.7	127.2	131.2	156.7	200.9
	Agricultural lime	110.1	116.3	121.5	149.7	186.1
	Hydrated lime for building and industry	117.3	124.5	128.1	158.9	209.7
	Plaster board*	109.1	115.6	117.9	149.0	214.6
	Mastic asphalt	103.8	103.7	104.5	133.2	176.4
	Roofing felt	111.9	115.9	121.9	159.1	188.5
	Thermal insulation materials	104.4	107.7	116.5	156.9	204.0
	Fencing	107.3	115.5	138.2	180.9	202.3
	Miscellaneous building materials n.e.s.	112.3	118.9	124.6	168.1	223.8
471/1	Homegrown Hardwood: Ash – sawn	103.1	109.0	138.2	185.8	189.6
	Elm – sawn	105.1	107.9	130.3	170.7	173.8
	Beech – sawn	104.9	114.5	145.8	183.4	175.9

TABLE (4a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
	Oak – sawn	112.7	125.2	194.0	265.2	271.7
	Pallet timber – sawn	107.9	114.1	165.4	251.2	234.9
471/2	All doors	115.9	127.2	158.3	193.0	218.5
	Windows and door frames	122.3	141.9	179.6	214.3	257.0
	Other building joinery including industrialised building	109.4	119.8	147.4	184.0	213.7
472	Furniture and upholstery	109.5	118.7	131.0	159.2	189.3
	Non-upholstered furniture – domestic	109.4	117.4	129.8	156.9	188.8
	Bedroom furniture	105.8	111.5	120.7	143.9	169.8
	Bookcases, bookshelves, bureaux, occasional furniture	109.9	118.6	133.8	159.3	186.0
	Dining room furniture	109.6	118.7	129.9	159.0	189.9
	Kitchen furniture	112.1	121.4	135.7	164.9	203.0
	Upholstered furniture	109.4	120.0	130.2	152.9	179.9
	Three-piece suites	108.9	119.7	130.0	148.7	174.6
	Fireside chairs, open wood arm easy chairs	111.0	120.8	132.8	164.2	190.6
473	Upholstered spring interior mattresses	112.7	121.9	132.2	167.9	199.2
	Divan sets	114.0	124.3	137.9	183.3	233.5
475	Wooden containers	110.9	118.4	135.2	183.6	200.7
479	Miscellaneous wood and cork manufactures	110.3	117.6	144.3	195.1	214.0
479/3	Wood wool – including manufactures	113.0	118.6	128.5	177.7	227.1
481	Paper and board – other than building board	106.4	110.6	120.3	170.6	219.4
	Coated paper	104.7	108.5	117.3	154.4	205.3
	Coated paper, off machine	104.2	110.2	120.3	158.1	212.4
	Coated paper, on machine	105.3	106.8	112.5	148.6	194.5
	Printings and writings – including newsprint	106.6	110.9	122.2	173.8	221.3
	Kraft wrapping paper	104.0	111.3	124.1	183.0	230.7
	Other wrapping paper	104.2	107.3	115.4	170.7	222.1
	Household and other tissues	105.3	110.2	117.7	166.5	228.5
	Industrial and special purpose papers	108.3	111.5	120.3	171.3	222.5
	Uncoated paper	106.3	110.5	120.8	172.7	222.2
	Uncoated board	108.1	112.5	121.3	176.2	221.8
	Packaging boards	108.2	112.1	121.2	177.5	223.4
	Boards for industrial and special purposes	107.8	113.7	121.7	172.7	217.5
	Coated board	106.9	110.2	120.4	166.5	214.0
482	Packaging products of paper, board and associated materials	107.2	114.2	125.9	176.2	228.8
482/1	Cardboard boxes	108.5	115.8	122.8	162.3	204.0
	Cartons	111.0	117.0	126.7	164.2	217.1
	Cartons – food	110.9	117.2	127.0	161.6	213.9
	Cartons – other	111.0	117.0	126.6	165.3	218.5
	Fibreboard packing cases	104.7	109.7	121.7	173.0	225.9
	Packing cases, solid, fibreboard	106.9	113.6	123.6	178.7	227.8
	Packing cases, corrugated	104.4	109.2	121.4	172.2	225.7
482/2	Packaging products of paper and associated materials	106.4	116.4	131.2	198.8	254.2
	Paper sacks	104.2	112.5	126.3	180.3	251.5
	Paper sacks – food	104.4	112.9	126.8	179.4	251.1
	Paper sacks – other	104.0	112.0	125.6	181.4	252.0
	Paper bags	108.3	120.0	137.8	214.1	279.7
483	Personal stationery	111.5	119.1	128.9	158.3	196.3
	Commercial envelopes	108.4	116.5	126.5	175.4	229.9
	Business forms	107.7	112.8	119.3	159.5	204.2
	Counter check books and forms for loose leaf binders	106.6	111.6	118.5	152.8	204.8
	Continuous stationery	106.0	110.9	117.2	162.3	214.1
	Stationery and scholastic books	113.5	121.7	133.1	170.8	216.5
	Loose leaf supplies	112.5	123.1	138.9	185.4	257.7
	Filing supplies	114.2	120.4	130.9	177.2	256.1
484	Manufactures of paper and board n.e.s.	107.2	112.0	120.8	162.4	213.3
484/2	Other manufactures of paper and board	106.1	109.8	118.1	159.5	211.8
	Cellulose paper products	102.2	103.3	111.2	151.8	205.2
	Doyleys	97.8	116.7	126.4	160.9	207.6
	Toilet paper	109.6	111.4	119.1	162.6	216.1
	Paper rolls and coils	107.1	111.5	117.3	151.7	203.7
491	Rubber manufactures	111.7	116.5	123.2	160.2	194.3
491/2	Rubber goods – other than tyres and tubes	111.8	117.2	126.4	171.2	210.1
	Hose of rubber and plastics	112.9	121.2	136.6	191.2	248.6
	Motor parts and accessories of rubber	123.7	127.4	136.1	181.0	230.0
	Machinery belting of rubber and plastics	112.9	120.6	133.0	225.5	278.4
	Miscellaneous rubber goods	105.6	110.0	114.0	137.9	169.4
493	Brushes and brooms	106.3	116.4	123.8	157.5	191.2
	Decorating brushes and rollers	105.5	111.8	121.8	151.8	178.9
	Toilet brushes	107.6	121.7	125.7	150.2	183.0
	Industrial brushes and polishing mops	104.5	112.1	124.7	156.1	198.6
	Household brushes and brooms	107.1	119.6	124.4	165.8	203.0
494	Toys, games, baby carriages and sports equipment	109.8	119.8	129.4	164.0	194.7
494/1	Toys and games	111.5	123.3	133.7	173.4	205.0
	Metal toys	113.3	126.6	140.2	182.6	226.2
	Metal toys, non-mechanical	112.7	126.2	140.3	183.8	226.9
	Dolls and soft toys	114.1	124.6	129.9	158.7	195.4
	Indoor games	113.3	128.8	136.6	179.1	188.5
	Plastics toys	104.9	114.7	122.7	155.8	185.7
	Pedal cars, scooters, toy perambulators and children's tricycles and bicycles	121.4	134.2	148.4	198.5	226.2
	Toy perambulators	114.4	135.4	152.5	202.5	221.7
494/2	Perambulators, folding baby carriages and pushchairs	110.7	116.1	125.6	156.1	186.9
	Perambulators	109.7	116.8	126.3	154.7	181.8
	Folding baby carriages	109.9	113.5	124.4	162.5	193.2
	Push chairs	113.7	119.4	126.3	147.1	183.7
494/3	Sports equipment	104.2	110.3	117.2	137.0	164.6
495	Miscellaneous stationers' goods	108.0	113.5	119.2	140.3	169.0
495/1	Pencils – non-mechanical	114.9	119.3	132.5	167.7	205.8
495/2	Stationers' goods – other than pens and pencils	108.8	114.6	118.6	140.4	174.6
496	Plastics products n.e.s.	105.8	109.8	115.4	148.8	176.0

TABLE 4(a) *(continued)*

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
	Plastics products – other than components, accessories and semi-manufactured goods	105.8	109.1	114.6	152.4	177.2
	Building materials of plastics	105.3	110.3	118.9	171.7	194.6
	Water services' pipes and fittments of plastics	106.2	110.4	117.0	181.3	194.4
	Domestic, catering and furnishing goods of plastics	105.6	110.2	116.4	145.2	169.4
	Hollow-ware and hardware of plastics including kitchenware	104.8	109.5	115.5	143.8	167.5
	Plastics dress fasteners	114.2	120.1	120.1	139.4	163.0
	Plastics sleeving	108.3	108.3	111.4	137.2	154.7
	Packaging materials of plastics	104.4	106.6	112.3	149.8	174.4
	Plastics caps, closures, bottles and jars	106.3	108.4	115.4	153.5	175.6
	Plastics foam upholstery, cushioning and floor covering	111.5	111.8	114.9	153.3	181.4
499/1	Musical instruments	109.4	118.5	131.1	158.6	187.8
	Pianos	112.6	126.9	141.1	171.7	206.5

* Source of information: Trade publications. § Producers price. † Excludes sales to rental companies.
‡ Reductions in the VAT-exclusive price of beer took place in April 1973. This reduction resulted from lower revenue duties designed to offset additional tax revenue from VAT.

TABLE (4b) Supplementary list of commodities wholly or mainly imported into the United Kingdom (as published April, August and December)

1970 = 100

1968 SIC		Annual averages				
		1971	1972	1973	1974	1975
	Crude oil●	126.6	128.1	167.3	483.6	567.8
	Imported paper and paperboard (including newsprint)*	106.5	112.0	128.1	195.1	239.9
	Imported paper and paperboard (excluding newsprint)*	106.5	112.2	128.5	196.5	243.0
	Imported newsprint	106.6	111.2	126.0	189.1	226.5
	Timber, imported:					
	Mahogany	103.2	115.6	183.0	240.3	220.9
	Utile	100.5	135.7	262.7	264.0	248.5
	Beech	112.0	128.8	203.0	289.8	248.8
	Ramin	106.8	122.4	234.7	206.0	229.4
	Meranti	99.1	111.2	175.3	203.1	214.8
	Lithopone 30% delivered	101.9	107.5	137.9	216.1	236.3
	Quicksilver, min. 99.99%, cif Europe*	99.1	38.3	52.2	67.3	34.0
	Asbestos, Canadian, fob Quebec*	102.6	105.1	106.0	138.8	188.0
	Iron ore, imported	112.4	112.3	119.1	149.2	200.0
	Bauxite, Min. 86% Al_2O_3*	111.0	129.5	132.0	187.0	245.0
	Manganese ore 48-50% Mn grade, Max. 0.1%P., cif Europe*	121.2	113.5	140.7	225.2	287.5
	Tungsten ore, Min 65%, cif Europe*	69.8	48.3	55.9	116.0	127.6
	Phosphate rock	99.8	105.5	126.6	360.9	437.5
	Phosphate rock for fertiliser manufacture	99.8	106.7	131.5	365.1	440.3
	Hides and skins:					
	Native	100.7	212.7	234.0	173.9	156.7
	Imported	108.0	168.8	202.3	174.0	161.4
	Imported, wet	111.4	174.0	179.6	148.8	137.1
	Imported, dry	94.7	152.2	231.3	178.7	162.9
	Raw silk	92.8	105.9	193.6	158.3	141.4
	Raw jute:					
	BWB grade, c and f Dundee*	102.8	106.6	103.4	125.9	143.7
	BWC grade, c and f Dundee*	102.8	106.6	104.3	128.3	148.2
	BTC grade, c and f Dundee*	105.8	110.3	104.8	127.9	148.6
	BTD grade, c and f Dundee*	105.6	110.2	102.7	128.5	151.2
	Flax, imported	105.3	118.7	164.0	222.3	216.3
	Sisal	113.7	143.4	312.0	676.8	476.5
	Cotton rags, home produced	88.8	88.6	95.1	154.9	117.2
	Waste paper, home produced	93.0	95.8	109.2	199.2	155.7
	Shellac, FOTN pure London spot price*	135.3	194.2	511.3	831.5	552.9
	Gum arabic, Kordofan, ex-wharf London*	102.0	102.2	140.5	381.1	236.8
	Tallow, ½" red, cif UK*	101.2	86.6	160.9	226.7	182.1
	Rosin gum, WW Portuguese*	112.8	118.4	134.2	210.7	207.4
	Woodpulp, imported:					
	For use in paper and boardmaking industries	104.7	103.0	124.8	195.9	286.2
	Chemical	105.0	102.6	122.6	191.3	279.4
	Sulphite bleached	105.2	101.9	121.6	188.5	278.7
	Sulphate bleached and semi-bleached	105.0	102.2	122.9	190.9	273.5
	Sulphate unbleached, kraft	105.1	102.4	123.2	202.8	305.9
	Wood rosin, American FF*	106.4	110.8	123.3	202.2	234.1
	Castor oil, Brazilian No. 1 grade*	111.6	178.6	377.3	284.4	211.1
	Soya beans, US No. 2 grade, cif UK*	106.9	113.3	182.9	240.5	202.2
	Linseed, Canadian No. 1, cif UK*	90.4	109.5	268.1	420.3	311.2
	Copra, Philippine, cif Europe*	85.4	59.4	140.1	294.1	124.0
	Palm, kernels, Nigerian, cif basis-ports*	86.2	66.4	149.4	281.7	132.8
	Olive oil, Spanish, edible max. 1% ffa*	102.8	128.9	191.9	319.2	365.2
	Fish oil, cif, east coast UK*	86.3	67.5	133.7	228.5	157.6
	Palm oil, crude, London spot price*	107.7	88.2	159.4	320.2	205.1
	Linseed oil, cif London/Hull*	84.9	86.8	244.9	509.6	354.3
	Coconut oil, cif Europe*	92.4	85.2	139.4	323.6	128.6
	Groundnut oil, London spot price*	116.2	108.6	136.6	291.1	260.9
	Lemongrass oil, Cochin, spot price*	105.1	102.3	122.5	186.5	145.7
	Citronella oil, Ceylon, spot price*	107.4	118.5	151.8	307.5	154.9
	Lime oil, West Indian distilled, spot price*	105.1	102.3	122.5	188.3	174.7
	Cloverleaf, Madagascan crude, spot price*	102.7	102.9	120.6	254.9	171.3
	Sandalwood oil, Indian, spot price*	105.1	102.3	122.5	185.9	88.3
	Peppermint oil*	119.3	120.5	129.7	371.8	190.1
	Geranium oil, Bourbon, spot price*	110.9	114.3	137.8	198.4	163.5
	Eucalyptus oil, Portuguese, spot price*	80.6	80.6	99.1	270.6	157.9

● Based on unit value of imports at their time of entry. * Source of price information: Trade publications.

CHART 1

ALL MANUFACTURING INDUSTRY

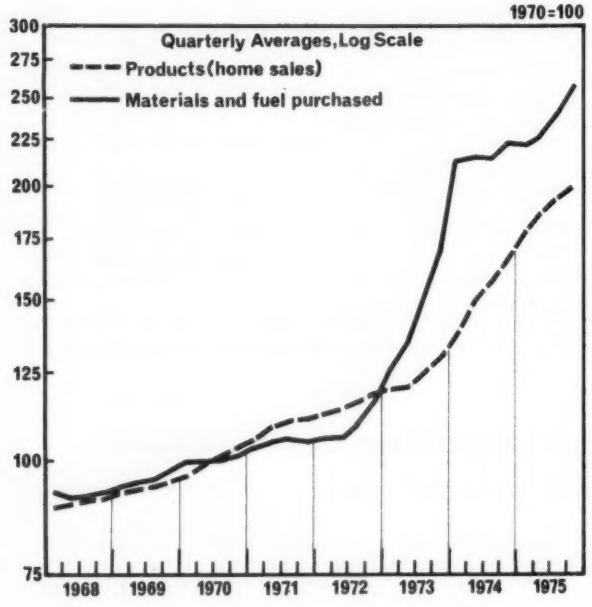


CHART 2

MANUFACTURING INDUSTRY
(OTHER THAN FOOD DRINK AND TOBACCO)

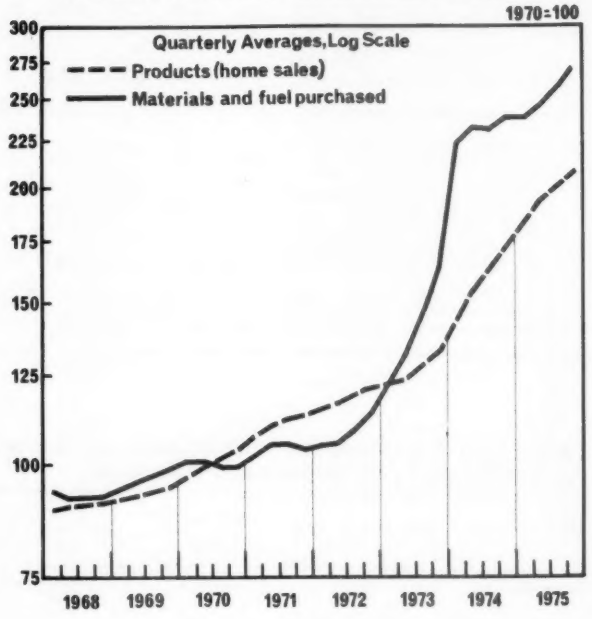
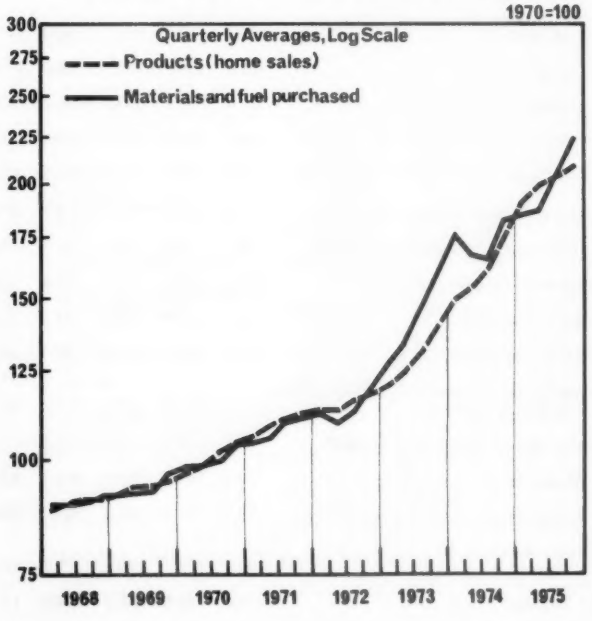


CHART 3

FOOD MANUFACTURING INDUSTRY

CHART 4

FOOD MANUFACTURING INDUSTRIES
(EXCLUDING ANIMAL & POULTRY FOODS)



Notes on index numbers of wholesale prices 1970 = 100

1 The index numbers are calculated from the price movements of about 11,500 closely-defined materials and products representative of goods purchased and manufactured by United Kingdom manufacturing industry.

2 Prices collected are those quoted for current orders. For some goods the usual time lag between placing of order and date of delivery may be lengthy.

3 Prices obtained for UK-produced goods may be on an ex-works or delivered basis according to the practice in the trade concerned. Where a producer supplies ex-works and also delivers, generally only the more important basis is reported on. Prices of imported goods are measured on as closely as practical to a delivered basis.

4 Most producers, including those contributing to the engineering sector output indices, now contribute at monthly intervals. The date of price change is given enabling an average for the month to be calculated.

5 When an item priced ceases to be available or is no longer representative it is necessary to remove it from the index. An adjustment is made to the new level to maintain comparability.

6 When an item is modified or a replacement item added to the index an adjustment is made in the calculation of the index numbers to account for differences in specification and to main comparability. Where price information for these items is collected from the manufacturer the adjustment is normally made after consultation with him.

CHART 5

CHEMICALS & ALLIED INDUSTRIES

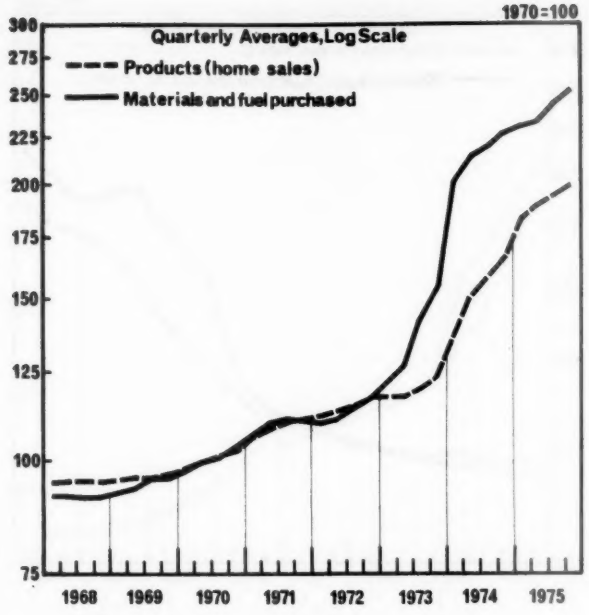


CHART 6

STEEL INDUSTRIES

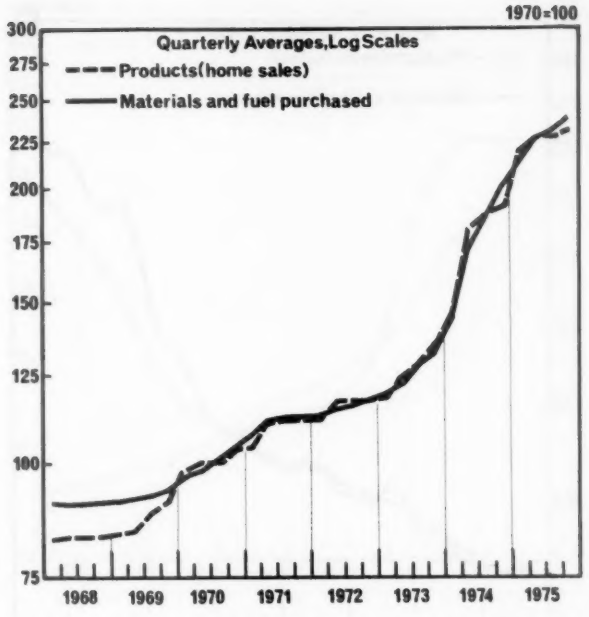


CHART 7

MECHANICAL ENGINEERING INDUSTRIES

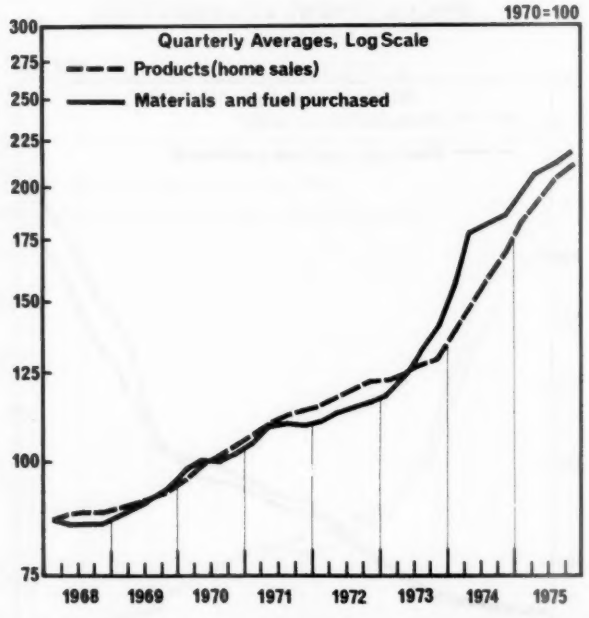


CHART 8

ELECTRICAL ENGINEERING INDUSTRIES

7 Prices for these closely-defined items are combined into index numbers of commodities produced in the UK or commodities wholly or mainly imported.

8 For calculation purposes the formula is:

$$100\,\frac{\Sigma(q_b p_r)\ p_i/p_r}{\Sigma q_p p_r}$$

where p and q are price and quantity respectively and b, r and i denote respectively the base year, reference year and any period. This resolves to a more familiar form of the Laspeyres formula namely

$$100\,\frac{\Sigma q_b p_i}{\Sigma q_b p_r}$$

Thus the index numbers express the cost of a 1968 'basket of goods' as a percentage of what the same basket cost in 1970.

9 In building up commodity price index numbers into those for wider groups including the index numbers of materials purchased or the output of broad sectors of industry, net weights are used, ie transactions between undertakings within the same sector are excluded. For example steel is included in the index for all manufactured products only to the extent that it is sold outside manufacturing such as to the constructing industries; steel sold within the manufacturing sector is excluded. However sales of capital goods are all treated as sales outside manufacturing industry, in accordance with national income accounting practice, which treats capital formation as a separate sector.

10 The weights have been derived from the Census of Production supplemented by short-term statistics of production, the Trade Accounts, information supplied by trade associations and various other sources.

CHART 9
METAL GOODS INDUSTRIES

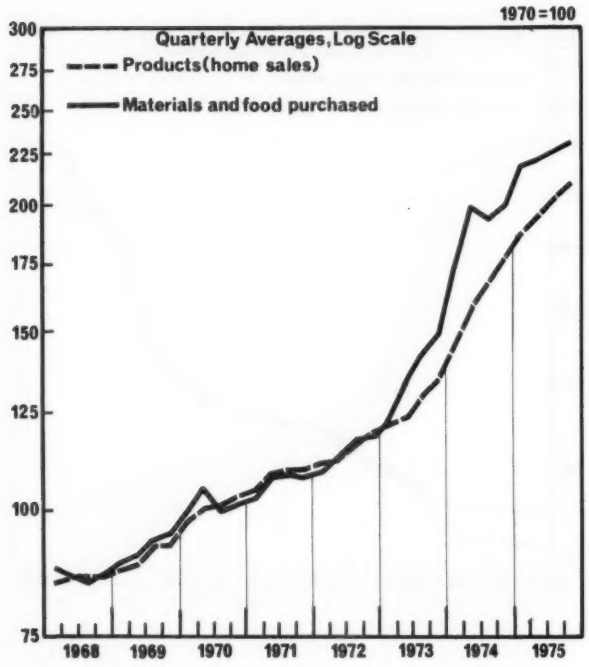


CHART 10
TEXTILE INDUSTRIES

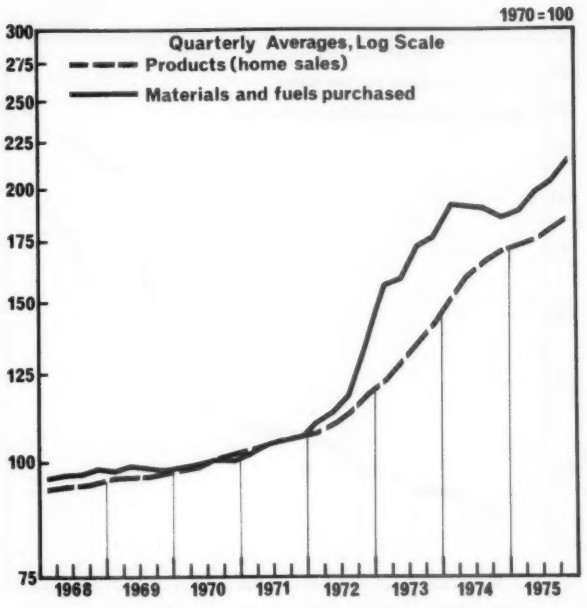
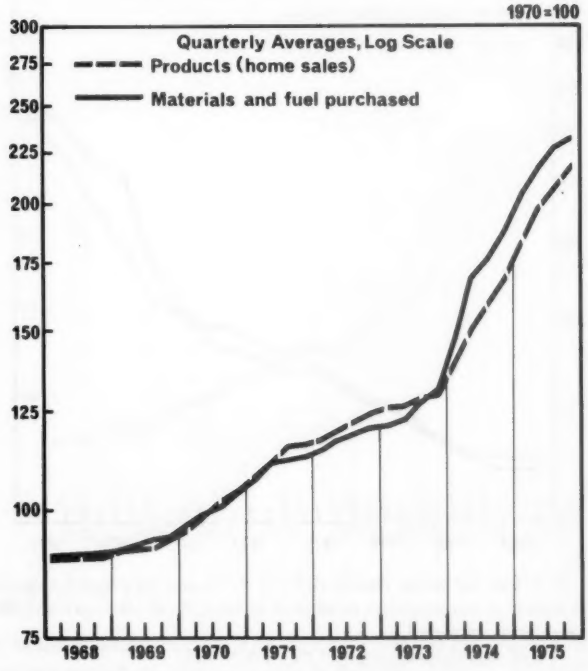


CHART 11
CLOTHING & FOOTWEAR INDUSTRIES

CHART 12
BRICKS, CEMENT, ETC. INDUSTRIES



11 Product descriptions in the index numbers generally correspond to principal products (or groups of principal products) of an industry as defined in the Census of Production. The weights for a principal product includes the value of sales of that product by establishments classified to other Census industries.

12 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

13 The value of goods for which no price series are available is imputed to price series which may be expected to move similarly.

14 A new set of index numbers of materials and fuel purchased by individual sectors of industry (MLH level or below) has been calculated and is published as Table 1(a).

15 A number of new index numbers for broad sectors of industry have also been calculated and are included in Tables 1 and 2 respectively.

CHART 13
POTTERY & GLASS INDUSTRIES

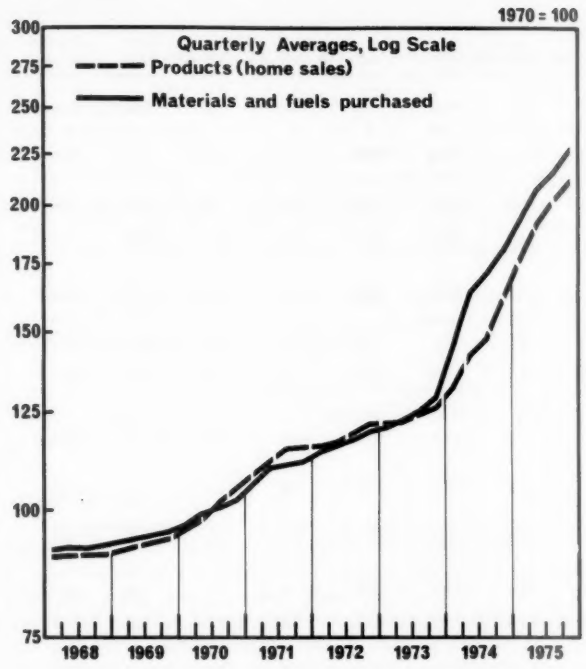


CHART 14
TIMBER INDUSTRIES

CHART 15
PAPER INDUSTRIES

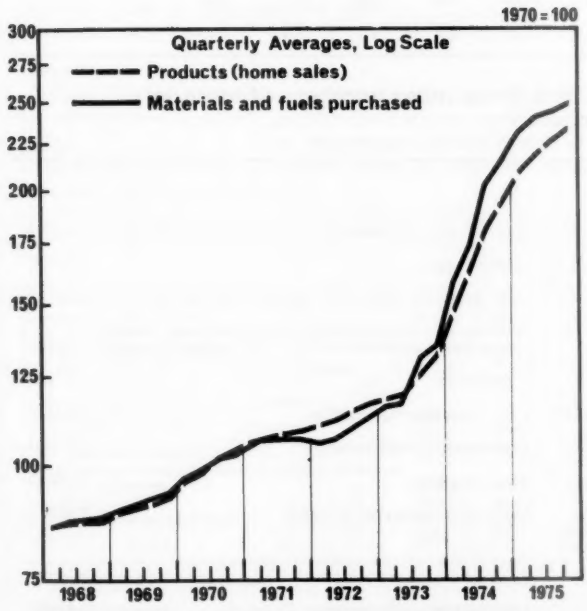
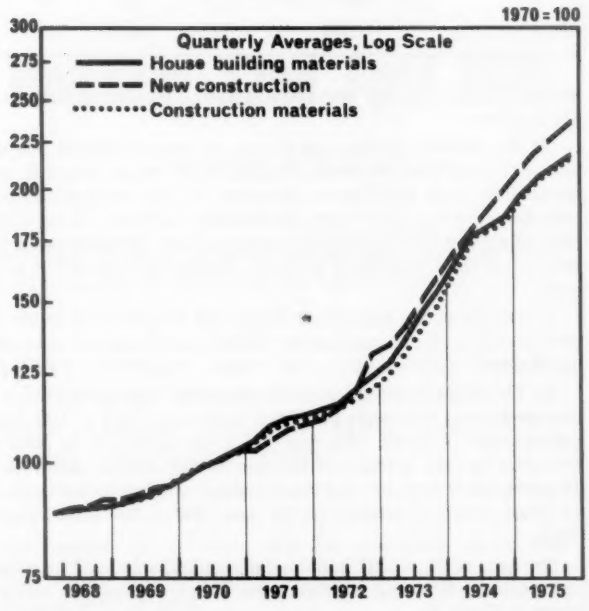


CHART 16
BUILDING & CIVIL ENGINEERING



16 Several index numbers previously published in Tables 4(a) or 4(b) are now published in Tables 3(a) or 3(b) respectively and will be published monthly in future.

17 For the index numbers of materials and fuel purchased by manufacturing industry (Tables 1 and 1(a)) an allowance is made for the changes in price of imported goods which account for a substantial share of the total supplies to industry of an individual product. Price changes in imported supplies and home-produced supplies of the product are calculated separately and then combined in a way that allows for changes in proportion between them. This method was first introduced in an article in *Trade and Industry*, 11 July 1974.

18 Firm indices, at all levels of aggregation, include imputation for items for which there is no current price information. Provisional indices at high levels of aggregation, Table 1 and Table 2, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

19 New procedures have been introduced recently to improve the reliability of the provisional index numbers calculated for individual commodities in Tables 3(a) and 3(b). In future provisional

TABLE A Analysis of changes in price quotations for individual items, December 1974-December 1975

SIC Order	Total quotations	Expressed as percentages of the total number of quotations: Quotations decreased	Quotations unchanged	Quotations increased	Increased: under 5%	5%-10%	10%-15%	15%-20%	20%-25%	25%-30%	30%-35%	35%-40%	Over 40%	Average increase
Food, Drink and Tobacco (III)	40	10.0	0.0	90.0	0.0	0.0	5.0	10.0	10.0	7.5	52.5	5.0	0.0	23.3
Coal and Petroleum Products (IV)	21	14.3	0.0	85.7	14.3	4.8	14.3	14.3	0.0	19.0	0.0	19.0	0.0	17.3
Chemical and Allied Industries (V)	1,123	4.3	10.7	85.0	5.9	10.9	14.3	13.2	10.4	7.2	6.8	4.5	11.8	19.4
Metal Manufactures (VI)	634	2.8	1.1	96.1	3.2	8.7	10.9	14.3	18.3	10.1	7.7	6.3	16.6	25.2
Mechanical Engineering (VII)	1,868	1.4	4.7	93.9	2.7	7.6	15.0	17.7	16.3	13.3	9.4	4.7	7.2	21.3
Instrument Engineering (VIII)	419	2.4	6.2	91.4	3.1	14.1	19.1	16.0	13.1	7.6	6.9	3.4	8.1	19.3
Electrical Engineering (IX)	568	6.3	4.8	88.9	4.6	12.0	21.5	14.2	14.8	9.1	4.4	4.4	3.9	16.4
Shipbuilding and Marine Engineering and Vehicles (X and XI)	317	1.3	4.4	94.3	2.2	6.0	11.3	11.3	22.1	15.5	13.6	6.9	5.4	22.8
Metal Goods not elsewhere specified (XII)	1,072	1.3	1.8	96.9	2.8	10.4	12.2	20.6	16.7	11.8	7.4	2.6	12.4	22.8
Textile Industries other than Clothing (XIII)	981	12.1	11.8	76.1	11.5	20.0	16.8	12.4	7.1	3.4	2.0	2.0	0.9	9.5
Leather, Leather Goods and Fur (XIV)	67	1.5	14.9	83.6	20.9	12.0	14.9	13.4	13.4	4.5	1.5	1.5	1.5	12.3
Clothing and Footwear (XV)	495	2.8	10.5	86.7	10.1	18.8	21.4	14.4	11.7	7.5	0.8	1.2	0.8	12.4
Bricks, Pottery, Glass, Cement, etc. (XVI)	594	0.2	1.0	98.8	0.8	3.7	11.5	13.0	21.2	14.6	14.0	5.4	14.6	26.7
Timber, Furniture, etc. (XVII)	414	14.7	12.6	72.7	3.1	14.5	20.3	18.6	8.7	5.1	0.5	1.4	0.5	9.4
Paper, Printing and Publishing (XVIII)	748	1.2	6.4	92.4	2.7	11.1	16.2	22.4	17.0	6.8	7.6	3.5	5.1	18.8
Other Manufacturing Industries (XIX)	771	1.9	9.6	88.5	5.5	17.8	22.3	17.3	14.4	5.3	3.2	1.8	0.9	13.9
1974/75 Total	10,132	3.8	6.5	89.7	4.7	11.6	15.9	16.1	14.5	9.2	6.8	3.7	7.2	18.6
1973/74	10,132	2.5	3.4	94.1	2.0	5.4	8.8	11.1	13.9	13.0	10.5	8.0	21.4	28.4
1972/73	10,144	2.2	17.1	80.7	11.7	26.6	16.2	9.7	5.5	3.0	2.3	1.2	4.5	15.3

index numbers for the most recent month will also be published in these tables.

20 To facilitate further calculation the index numbers are given to one decimal place in most cases, but small month to month movements have little significance. Revisions to firm index numbers will only be published if they are significantly different. These revisions will only be notified in the full version of the wholesale price index articles, ie those published in April, August and December of each year.

21 Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

22 The index numbers of wholesale prices relating to 1970 = 100 supersede those previously published on the base 1963 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Department of Industry published indices relating to materials used in broad sectors of industry on the base 1963 = 100 until December 1975.

For users of these 1963 based index numbers who wish to continue the series in this way multiplication factors linking the series are given in Table B.

23 The 1968 based series of wholesale price indices, reference year 1970, was introduced in *Trade and Industry*, 21 June 1973. Previously the wholesale price index was based on 1963 with the reference year also 1963. The 1963 based series was introduced in February 1969 and an article explaining the differences between the 1963 and 1954-based series appeared in the *Board of Trade Journal* of 21 February 1969. Other articles of particular relevance to the development of the wholesale price index appeared in the *Board of Trade Journal* of 21 March 1958 and 13 February 1959, and in *Economic Trends* of September 1958.

TABLE B Price index numbers of materials purchased

MULTIPLICATION FACTORS (see note 22)

1968 SIC		
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	1.31576
	†Materials	1.32339
	Coal (except for carbonising), gas and electricity	1.32732
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	1.35606
	†Materials	1.37364
211 to 229	Food manufacturing industries	1.24721
Order V	Chemicals and allied industries	1.23096
311 to 312	Steel industries	1.26420
Order VII (excluding MLH 342)	Mechanical engineering industries	1.36623
Order IX	Electrical engineering industries	.153977
361	Electrical machinery industry	1.47664
Order XIII	Textile industries	1.13729
Order XV	Clothing and footwear industries	1.21860
Order XVII	Timber industries	1.34561
481 to 484	Paper industries	1.32202
Order XX	Construction materials	1.31840
Part of Order XX	House building materials	1.32716

† Includes crude oil and coal for carbonising.

Wholesale price indices in March

Output prices

The provisional price index for the home sales of manufactured products rose by ½ per cent in March to 208.4 (1970 = 100).

The increase of ¾ per cent in the provisional index for manufactured goods other than food, drink and tobacco in March was the smallest monthly rise since April 1973. This index rose by 4 per cent in the first quarter of 1976, compared with 7¼ per cent in the same period of 1975.

Slightly higher prices for a wide range of products were also responsible for an increase of ½ per cent in the index for products of the food manufacturing industry in March.

The decrease in the rate of inflation, measured over a 12-month period, for the output of manufactured products has continued. March's figure of 16¼ per cent compares with 17¾ per cent, on revised figures, for February.

Input prices

The provisional index for materials and fuel purchased by manufacturing industry rose by 3¾ per cent to 273.2 in March.

The rise of 4¾ per cent in the index for materials purchased by manufacturing industry other than the food, drink and tobacco industries was the largest since the increase in crude oil prices in January 1974. This increase was due to higher prices for a wide range of imported commodities and semi-manufactures. Most of the increase reflected the depreciation of the pound against major foreign currencies in March.

An increase in the price of coal for manufacturing industry was responsible for the rise of 4 per cent in the index for coal, gas and electricity, following a period of relatively stable prices.

The increase of 1¼ per cent in the index for materials purchased by the food manufacturing industries reflected higher prices for both imported and home-produced materials. This index has risen by 3 per cent during the first quarter of 1976.

Note

Many firms in some industrial sectors review their prices in the first month of each quarter, and the effect is most marked in the first quarter of each year. In these circumstances it is necessary to make comparisons of periods 12 months apart to bring out changes in the underlying rate of inflation.

1970 = 100

	January	February p	March p
Output prices (home sales)			
All manufacturing products	204.8	207.2	208.4
Products of manufacturing industry other than food, drink and tobacco industries	211.9	214.8	216.2
Products of the food manufacturing industries	213.6	215.3	216.4
Prices of materials and fuel purchased			
By manufacturing industry	261.0	263.4	273.2
materials	266.6	269.2	279.2
coal, gas and electricity	206.9	207.5	215.8
By manufacturing industry other than food, drink and tobacco industries	273.8	276.7	289.3
materials	283.3	286.5	299.8
By food manufacturing industries	234.0	235.2	238.1
materials	234.2	235.4	238.2

p = provisional.

The full article on wholesale prices will be published on 23 April.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

WANTED

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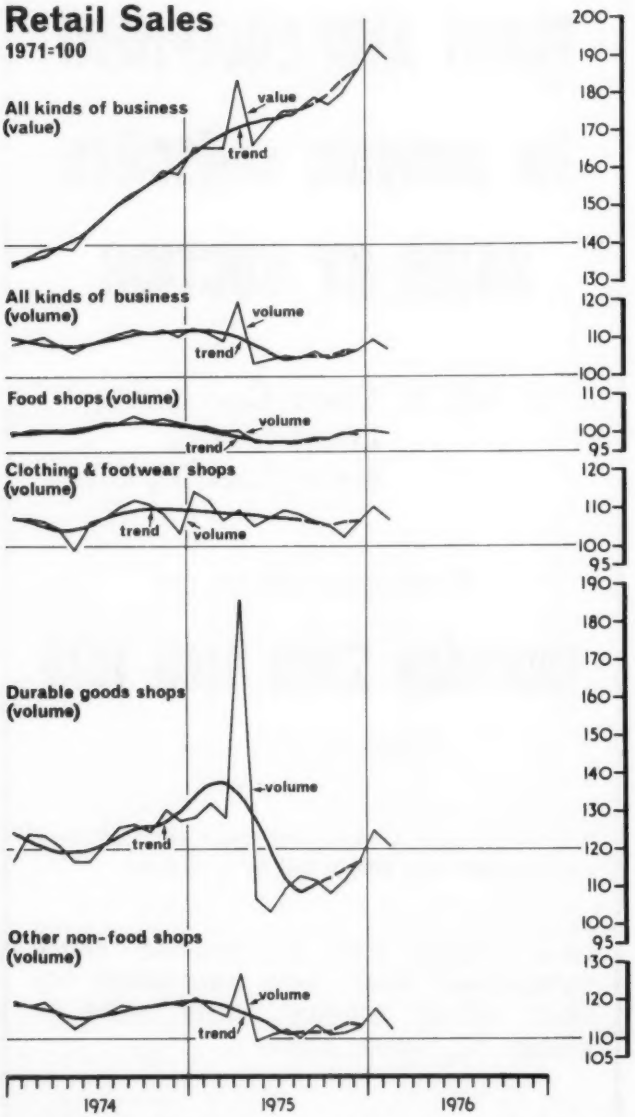
Retail sales in February

Volume

The final seasonally adjusted index of the volume of retail sales in February is 107.1 (1971 = 100), close to the provisional estimate of 107½.

The February figure shows that the volume of trade fell back from the rather higher level of the previous month to be about the same as in December. The higher January level probably reflected comparatively buoyant 'sales' and the easing of certain restrictions on credit in the middle of December.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked * which are of five weeks. The February 1976 sales period was the four weeks from 1 February 1976 to 28 February 1976. The corresponding period in 1975 was the four weeks from 2 February 1975 to 1 March 1975.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. (See Technical Note in *Trade and Industry* of 14 March 1975.)

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for March and the increase in the value of sales compared with a year earlier will be published later this month.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1974 1st quarter	109.6	100.2	116.4	107	122	119
2nd quarter	107.8	101.1	112.6	104	118	115
3rd quarter	111.2	103.0	117.2	110	125	118
4th quarter	111.3	102.8	117.5	107	128	119
1975 1st quarter	111.3	101.1	118.6	111	129	118
2nd quarter	108.9	98.6	116.3	108	130	116
3rd quarter	105.5	97.9	111.0	108	111	112
4th quarter	105.8	99.4	110.4	105	112	112
1974 December *	110.5	102.4	116.4	103	127	118
1975 January *	112.8	101.9	120.7	115	128	121
February	111.6	101.2	119.1	112	132	118
March *	109.5	100.3	116.1	107	128	116
April	120.0	100.8	134.0	110	186	127
May	103.7	97.5	108.2	105	107	110
June *	104.1	97.7	108.7	108	103	111
July	105.4	97.7	111.0	110	109	112
August	104.8	97.5	110.2	109	113	110
September *	106 1	98.6	111.6	106	112	114
October	104.8	98.5	109.3	106	108	111
November	105.2	99.6	109.3	102	111	112
December *	107.0	100.1	112.1	107	117	113
1976 January	109.8	100.1	116.9	110	125	117
February	107.1	99.5	112.6	107	121	112
1975 Sep.-Nov.	105.4	98.9	110.2	105	111	112
Dec.-Feb. 1976	107.9	99.9	113.7	108	120	114
Percentage increase	2.4	1.0	3.2	3	9	1

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1974 1st quarter	136.6	134.6	138.1	139	134	139
2nd quarter	141.0	139.9	141.7	142	136	144
3rd quarter	150.9	147.9	153.1	157	147	154
4th quarter	158.2	155.7	160.0	159	155	162
1975 1st quarter	165.8	162.5	168.2	170	162	169
2nd quarter	173.7	172.3	174.8	168	177	177
3rd quarter	177.0	178.7	175.7	175	161	181
4th quarter	182.1	186.0	179.2	173	166	187
1974 December *	158.9	157.2	160.2	155	157	164
1975 January *	165.9	159.8	170.3	174	160	172
February	165.7	161.9	168.4	172	165	168
March *	165.9	165.7	166.0	165	163	167
April	183.9	170.4	193.8	170	236	189
May	166.9	171.1	163.8	163	151	169
June *	171.1	174.7	168.4	171	150	174
July	175.3	176.3	174.5	176	160	179
August	175.8	178.3	174.0	176	160	178
September *	179.2	180.9	177.9	173	162	186
October	177.8	181.0	175.5	173	158	183
November	180.8	185.9	177.1	168	165	186
December *	186.4	190.2	183.8	178	173	190
1976 January	193.2	191.5	194.4	185	185	202
February	189.6	193.7	186.7	182	179	192
1975 Sep.-Nov.	179.3	182.5	176.9	172	162	185
Dec.-Feb. 1976	189.5	191.7	188.0	181	179	194
Percentage increase	5.7	5.0	6.3	6	10	5

(†) Including department stores and mail order businesses.

These factors may also have affected trade in both December and February, and in the three months December to February the volume of sales was 2½ per cent above that of the previous three months. However, this was still 3 per cent below the average level reached in the fourth quarter of 1974 and the first quarter of 1975.

For the main components of total trade, the volume of sales by food shops in the December to February period was 1 per cent higher than in the previous three months. Sales by durable goods shops (which would be most affected by the December measures) were up by 9 per cent; sales by clothing and footwear shops were up by 3 per cent, and sales by 'other non-food' shops, which include department stores and mail-order businesses, rose by 1 per cent.

Value

Based on non-seasonally adjusted data, the value of total retail sales in February was 14 per cent higher than in February 1975. In January and February, the average value of sales was 15 per cent higher than in the corresponding period of 1975.

Hire purchase and other instalment credit business in February

Finance houses and retailers advanced £271 million in new instalment credit agreements in February compared with £282 million in January and £256 million on average in the last three months of 1975 (seasonally adjusted). Credit advanced by finance houses in January and February (the two complete months following the relaxation of some credit controls in December) was on average about 10 per cent up on the monthly average in the fourth quarter of last year. Retailers' advances increased by about 7 per cent on average between these periods, although advances in February dropped back to nearer the fourth quarter level following the higher level in January.

The average weekly value of retailers' instalment credit sales was about 8 per cent higher in January and February compared with the fourth quarter of 1975. Durable goods shops' sales increased by about 20 per cent between these two periods, department stores' sales increased by about 9 per cent and other credit retailers' sales by about 3 per cent. Sales by each of these kinds of retail business were lower in February than in January although still above the level of December.

Amounts outstanding to retailers and finance houses on all current instalment credit agreements showed a small increase in February following similar small increases in the two preceding months. At the end of February the total amount outstanding was £2,296 million (*not* seasonally adjusted), about the same as a year earlier.

Seasonal adjustment

The seasonal adjustments of the series have been revised since last month to take account of the experience of recent years. The main changes have been to the figures for the most recent years.

TABLE 1 Hire-purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1975	2,987	−10	1,201	−55	1,786	45
1974 1st quarter	570	−64	232	−53	338	−11
2nd quarter	618	−45	259	−42	359	−3
3rd quarter	651	−22	269	−32	382	10
4th quarter	678	−24	277	−33	401	9
1975 1st quarter	711	−9	286	−11	425	2
2nd quarter	759	14	309	−11	450	25
3rd quarter	748	−5	303	−17	445	12
4th quarter	769	−10	303	−16	466	6
1975 July	251	−9	104	−11	147	2
August	239	−5	92	−11	147	6
September	267	9	108	5	152	4
October	253	−13	100	−14	153	1
November	251	−3	94	−5	157	2
December	265	6	109	3	156	3
1976 January	282	13	111	−8	171	21
February	271	8	111	2	160	6
1975 Sept.-Nov.	764	−7	302	−14	462	7
Dec.-Feb. 1976	818	27	331	−3	487	30
Percentage increase	7		10		5	
Debt outstanding at 31 December 1975 (unadjusted)	—	2,320	—	1,423	—	897

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	217	161	231	254
1974 1st quarter	168	117	175	202
2nd quarter	178	126	178	213
3rd quarter	190	138	207	223
4th quarter	199	148	213	231
1975 1st quarter	207	153	228	241
2nd quarter	220	174	223	250
3rd quarter	217	157	229	257
4th quarter	226	163	242	267
1975 July	214	156	223	252
August	215	157	224	253
September*	222	157	239	264
October	224	156	242	267
November	229	161	244	273
December*	226	169	241	262
1976 January	250	204	270	278
February	240	187	257	274
1975 Sept.-Nov. av.	225	158	241	268
Dec.-Feb. 1976 av.	237	185	255	271
Percentage increase	5	17	6	1

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable foods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by February 1976 sales was the four weeks from 1 February 1976 to 28 February 1976. The corresponding period in 1975 was from 2 February 1975 to 1 March 1975.

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Metal working machine tools

This article presents in Table 1 provisional monthly statistics of manufacturers' sales and orders for metal working machine tools up to and including December of last year.

These monthly values of sales and orders will be published in the Business Monitor PM 332 and full details of the quarterly inquiry will be published in Business Monitor PQ 332. The monthly estimates up to and including March have been adjusted to be consistent with the more comprehensive quarterly inquiry, and the latest provisional estimates will be similarly revised when the appropriate information becomes available.

Summary

Provisional monthly statistics available up to December of last year show some increase of activity in the machine tool industry. Sales in the fourth quarter of 1975 for both home and export markets have risen in current value terms compared with the previous three months; overall sales increased by 14 per cent over the third quarter and 6 per cent over the corresponding period in 1974. The intake of new orders in the fourth quarter showed a sharp rise of 24 per cent over the previous three months, although still 3 per cent below the level of the same period a year ago. In volume terms home and total sales were probably higher than in the previous quarter and new orders, especially for the home market, also clearly show a marked increase. The inflow of new export orders was especially low in the fourth quarter and a source of weakness in the industry. Total net new orders however showed a sizable increase and slowed down the continuing decline of orders-on-hand but, at £190 million, these were the lowest since December 1972 and raise doubts whether present rates of delivery can be sustained without an early and marked improvement in orders.

Recent trend for machine tools

Monthly figures are now available for the whole year of 1975, and they show that in the last three months of that year sales, at £80 million, have risen in current price terms by 14 per cent over the previous three months. Sales abroad, at £38 million were 9 per cent more than the previous three months but a more substantial increase occurred in the home market of 19 per cent, which, in spite of the steep rise in prices of machine tools, suggests a moderate increase in the volume of home deliveries.

The latest figures for new orders show that, at current prices, the

TABLE 1 Metal working machine tools: orders and sales

£ million

	Sales			Orders outstanding*			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966	164.0	118.9	45.1	110.7	78.0	32.7	160.1	114.1	46.0
1967	171.2	123.9	47.3	100.9	54.1	46.8	161.4	100.0	61.4
1968	168.5	113.5	55.1	116.1	61.7	54.4	183.8	121.1	62.7
1969	189.1	119.1	70.0	164.2	93.3	70.9	237.2	150.7	86.5
1970	218.6	137.3	81.3	159.2	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	125.5	87.7	207.0	118.0	89.0	306.9	187.8	119.1
1974	251.0	148.2	102.8	263.7	134.5	129.2	307.7	164.7	143.0
1975	301.1	165.4	135.7	190.4	98.8	91.6	227.7	129.6	98.1
1974 1st quarter	55.1	34.1	21.0	232.5	126.5	106.0	80.6	42.6	38.0
2nd quarter	56.1	33.0	23.1	263.3	139.7	123.6	86.9	46.2	40.7
3rd quarter	63.5	38.4	25.1	276.1	143.3	132.8	76.3	42.0	34.3
4th quarter	76.3	42.7	33.6	263.7	134.5	129.2	63.9	33.9	30.0
1975 1st quarter	79.6	47.7	31.9	239.3	114.9	124.4	55.2	28.1	27.1
2nd quarter p	70.4	39.7	30.7	228.9	110.2	118.7	60.0	35.0	25.0
3rd quarter p	70.5	35.6	34.9	208.6	100.3	108.3	50.2	25.7	24.5
4th quarter p	80.6	42.4	38.2	190.4	98.8	91.6	62.3	40.8	21.5
1974 January	15.0	9.3	5.7	215.4	120.2	95.2	23.4	11.5	11.9
February	18.1	10.7	7.4	227.5	124.8	102.7	30.2	15.3	14.9
March	22.0	14.1	7.9	232.5	126.5	106.0	27.0	15.8	11.2
April	16.6	9.8	6.8	245.8	129.7	116.1	29.9	13.0	16.9
May	20.2	12.1	8.1	255.3	136.3	119.0	29.7	18.7	11.0
June	19.3	11.1	8.2	263.3	139.7	123.6	27.3	14.5	12.8
July	23.2	13.8	9.4	269.1	140.2	128.9	29.0	14.3	14.7
August	18.0	11.1	6.9	273.9	142.8	131.1	22.8	13.7	9.1
September	22.3	13.5	8.8	276.1	143.3	132.8	24.5	14.0	10.5
October	27.7	15.1	12.6	273.4	142.3	131.1	25.0	14.1	10.9
November	27.7	15.9	11.8	267.2	139.6	127.6	21.5	13.2	8.3
December	20.9	11.7	9.2	263.7	134.5	129.2	17.4	6.6	10.8
1975 January	22.2	13.1	9.1	262.7	133.0	129.7	21.2	9.6	11.6
February	27.2	16.3	10.9	252.7	124.4	128.3	17.2	10.2	7.0
March	30.2	18.3	11.9	239.3	114.9	124.4	16.8	8.3	8.5
April p	24.4	13.4	11.0	239.0	114.2	124.8	24.1	12.7	11.4
May p	24.7	14.0	10.7	236.1	113.7	122.4	21.8	13.5	8.3
June p	21.3	12.3	9.0	228.9	110.2	118.7	14.1	8.8	5.3
July p	22.0	10.5	11.5	222.6	108.2	114.4	15.7	8.5	7.2
August p	21.2	11.6	9.6	220.1	106.5	113.6	18.7	9.9	8.8
September p	27.3	13.5	13.8	208.6	100.3	108.3	15.8	7.3	8.5
October p	26.9	13.8	13.1	200.2	99.2	101.0	18.5	12.7	5.8
November p	26.4	15.1	11.3	189.7	95.2	94.5	15.8	11.0	4.8
December p	27.3	13.5	13.8	190.4	98.8	91.6	28.0	17.1	10.9
Three monthly totals									
October 1975-December 1975	80.6	42.4	38.2	190.4	98.8	91.6	62.3	40.8	21.5
July 1975- September 1975	70.5	35.6	34.9	208.6	100.3	108.3	50.2	25.7	24.5
October 1974-December 1974	76.3	42.7	33.6	263.7	134.5	129.2	63.9	33.9	30.0
Percentage change latest three months on:									
1. Previous three months	+14	+19	+9	−9	−2	−15	+24	+59	−12
2. A year earlier	+6	−1	+14	−28	−26	−29	−3	+20	−28

p = provisional.
* The values for orders outstanding relate to the ends of the periods shown.
Due to rounding, constituent figures may not sum to their respective totals.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	• fifty-three week period

value of new contracts gained during the last three months of 1975 totalled £62 million and increased by 24 per cent compared with the previous three months, although still 3 per cent lower than the same period a year before. However, the overall increase in new orders has somewhat masked rather weak demand from the overseas sector, which was 12 per cent lower in the fourth quarter than in the third, whereas new orders from the home market at £40 million showed an increase of 59 per cent in current value terms over the preceding three months and 20 per cent more than over the corresponding period a year earlier. It is still probably premature to assess the rise in home orders in the fourth quarter as the upturn of the business cycle, as the recent inflow could be due to a temporary bunching of some large contracts. Export new orders are at their lowest proportion of total new orders for eight years.

Since the combined intake of new orders received in the last three months of 1975 was slightly higher than total sales in the period, this has at least temporarily halted the extended run-down in orders-on-hand, which are at their lowest level for three years. In current value terms total orders-on-hand seem insufficient to support the former level of sales, which may decrease, unless new orders, especially from overseas, show recovery in the near future.

The official reserves in March

The UK official reserves fell by $1,119 million during March, following accruals and repayments of foreign currency borrowing by the public sector under the exchange cover scheme of $208 million and $50 million respectively. At the end of March they stood at $5,905 million.

Cinema admissions and takings in December 1975

During December, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 1.75 million and the weekly average of gross box office takings was £1.22 million. The comparable figures for December 1974 were 2.22 and £1.21 million respectively.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 2nd April 1976.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
It Shouldn't Happen To A Vet	BR/E 38516/4/4/81	94	29 March	EMI Film Distributors Ltd.	Venedon Ltd.
The Sell Out	BR/E 38517/4/4/81	100	29 March	Columbia-Warner Distributors Ltd.	Grandgrange Ltd.
Chimp Mates Series:					
The Big Kick	BR/E 38520/4/4/81	17	2 April	Children's Film Foundation Ltd.	Eyeline Films Ltd.
On The Tiles	BR/E 38521/4/4/81	15	2 April	Children's Film Foundation Ltd.	Eyeline Films Ltd.
Monkey Tricks	BR/E 38522/4/4/81	14	2 April	Children's Film Foundation Ltd.	Eyeline Films Ltd.
Baby Sitters	BR/E 38523/4/4/81	16	2 April	Children's Film Foundation Ltd.	Eyeline Films Ltd.
Wedding Bells	BR/E 38524/4/4/81	15	2 April	Children's Film Foundation Ltd.	Eyeline Films Ltd.
Double Trouble	BR/E 38525/4/4/81	16	2 April	Children's Film Foundation Ltd.	Eyeline Films Ltd.
Sea Area Forties	BR/E 38526/4/4/81	29	2 April	EMI Film Distributors Ltd.	Pelican Films
Redneck	BR/E 38527C/4/4/81	88	2 April	Crawford Films Ltd.	Sterle Productions Ltd., London and Compagnia Internazionale Alessandra Cinematografica S.r.L., Rome.
Movietone News 2443	BR/E 38351/4/4/81	8	2 April	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The French Kiss	EC 38519/4/4/81	73	2 April	Cinecenta Film Distributors Ltd.	Les Films Du Cercle and Les Films La Boetie, Paris
			FOREIGN		
Wings In The Wilderness	F 38513	64	29 March	EMI Film Distributors Ltd.	Keg Productions Ltd., Ontario
The Horrible Sexy Vampire	F 38514	89	29 March	Border Film Productions (London) Ltd.	Arthur Davidson, Spain
The Swiss Conspiracy	F 38515	88	29 March	Columbia-Warner Distributors Ltd.	Bavaria-Atelier GmBH, Munich
Win Place or Steal	F 38518	85	2 April	EMI Film Distributors Ltd.	Omega Film Company, New York.

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Overseas travel and tourism in the fourth quarter of 1975

Provisional figures for the fourth quarter of 1975 (released by the Department of Trade, and to be published during April in Business Monitor M6, Overseas Travel and Tourism) show that there was an 8 per cent increase in the number of overseas visitors to the UK (including estimates of those from the Irish Republic) compared with the fourth quarter of 1974. Visits abroad by UK residents (including estimates of those to the Irish Republic) also increased, by 9 per cent, compared with the fourth quarter of 1974.

For the whole of 1975 there were 8,880,000 overseas visitors to the UK compared with 7,953,000 in 1974 (an increase of 12 per cent). There were 11,598,000 visits abroad by UK residents (an increase of 11 per cent over the 10,489,000 visits in 1974), just surpassing the peak in 1973 (11,522,000). Expenditure by overseas visitors rose from £837 million in 1974 to £1,114 million in 1975 while UK residents' expenditure abroad increased from £683 million to £875 million, the favourable balance of £154 million in 1974 thereby increasing to £239 million last year.

Note: All further figures quoted in the text and tables below exclude visitors to and from the Irish Republic.

Overseas visitors to the UK

Visitors from EEC countries in the fourth quarter of 1975 were 13 per cent more than in the corresponding period of 1974, from other Western European countries 4 per cent more, and from North America 5 per cent more. For the year as a whole EEC visitors numbered 3,599,000 (15 per cent more than 1974), other West European visitors 1,128,000 (19 per cent more), North American visitors 1,817,000 (4 per cent more), and other visitors 1,597,000 (16 per cent more). The number of visitors coming by air in the fourth quarter increased by 5 per cent (to 1,166,000), and those coming by sea increased by 20 per cent (to 455,000). For the year as a whole 62 per cent of visitors came by air compared with 65 per cent in 1974.

During the fourth quarter of 1975 holiday visitors and visits to friends and relatives increased by 5 per cent and 4 per cent respectively. Business visitors rose by 1 per cent. Other visits which include those for study, sports events, and for shopping as well as those for more than one purpose rose by 43 per cent.

For the year as a whole there were 3,795,000 holiday visits (up 12 per cent on 1974), 1,440,000 to friends and relatives (up 12 per cent), 1,541,000 business visits (the same as 1974) and 1,365,000 for other purposes (up 35 per cent).

The figures are summarised in Table 1.

Visits abroad by UK residents

Visits abroad by UK residents continued the recovery seen in previous quarters from the lower levels of 1974. Visits to EEC coun-

TABLE 1 Overseas visitors to UK(1)

Thousands

		Area of residence				Mode of travel		Purpose of visit			
	Total all visits	Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other
1973 – total	6,996	2,879	851	2,059	1,207	4,629	2,367	3,471	1,359	1,196	970
1974 – total	7,224	3,141	950	1,755	1,379	4,719	2,505	3,393	1,541	1,281	1,009
1975 – total	8,141	3,599	1,128	1,817	1,597	5053	3,088	3,795	1,541	1,440	1,365
% change 1975/74	+13	+15	+19	+4	+16	+7	+23	+12	—	+12	+35
1974 1st quarter	1,105	468	165	243	228	823	282	398	324	236	146
2nd quarter	1,829	818	217	468	327	1,170	659	882	413	299	235
3rd quarter	2,798	1,256	327	693	522	1,613	1,185	1,510	378	475	436
4th quarter	1,492	598	241	351	302	1,113	380	603	426	272	192
1975 1st quarter	1,366	618	207	255	286	953	413	567	342	268	189
2nd quarter	1,947	862	269	456	360	1,203	744	911	413	334	289
3rd quarter	3,207	1,445	401	739	623	1,731	1,477	1,686	354	556	612
4th quarter	1,621	675	251	367	327	1,166	455	631	432	283	275
Percentage change on year ago:											
4th quarter	+9	+13	+4	+5	+8	+5	+20	+5	+1	+4	+43

(1) excluding visitors from the Irish Republic.

TABLE 2 Visits abroad by UK residents(1)

Thousands

		Area visited				Mode of travel		Purpose of visit			
	Total all visits(2)	Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other
1973 – total	10,211	3,974	4,896	409	727	7,258	2,748	7,292	1,441	1,033	444
1974 – total	9,176	4,079	3,739	420	728	6,035	2,931	6,149	1,514	1,127	386
1975 – total	10,269	4,602	4,170	492	849	6,505	3,608	6,891	1,520	1,282	575
% change 1975/74	+12	+13	+12	+17	+17	+8	+23	+12	—	+14	+49
1974 1st quarter	1,327	493	581	57	177	1,116	192	733	343	212	40
2nd quarter	2,367	1,160	907	87	152	1,498	808	1,542	427	248	150
3rd quarter	3,922	1,803	1,613	183	242	2,250	1,591	2,975	324	478	145
4th quarter	1,560	622	638	93	157	1,171	340	898	421	189	52
1975 1st quarter	1,500	618	576	70	219	1,159	324	792	353	268	87
2nd quarter	2,655	1,304	1,019	95	192	1,612	998	1,748	415	270	222
3rd quarter	4,369	2,013	1,841	199	254	2,416	1,890	3,340	333	504	193
4th quarter	1,745	666	734	129	185	1,318	396	1,012	419	241	73
% change on year ago:											
4th quarter	+12	+7	+15	+39	+18	+13	+16	+13	—	+28	+40

(1) Excluding visits to the Irish Republic.
(2) Includes cruise holidays not allocated to area or mode of travel.

tries were 7 per cent higher in the fourth quarter, and to other West European countries 15 per cent higher.

For 1975 as a whole there were 4,602,000 visits to EEC countries (13 per cent more than 1974), 4,170,000 to other West European countries (12 per cent more), 492,000 to North America (17 per cent more) and 849,000 to other areas (17 per cent more).

Visits abroad by air in the fourth quarter increased by 13 per cent (to 1,318,000) and those by sea by 16 per cent (to 396,000). For the whole year visits abroad by air accounted for 63 per cent of all visits (66 per cent in 1974 and 71 per cent in 1973).

Holiday visits rose by 13 per cent in the fourth quarter, those to friends and relatives rose by 28 per cent and business visits remained steady. In 1975 there were 6,891,000 holiday visits abroad (12 per cent more than 1974), 1,282,000 to friends and relatives (14 per cent more), 1,520,000 business visits (unchanged from 1974) and 575,000 for other purposes (49 per cent more). The number taking inclusive tour holidays (not shown separately in the table below) was 4,123,000 in 1975, 13 per cent more than in 1974 but still 15 per cent below the level of 1973.

Visits to France in 1975 increased by 20 per cent (to 2,149,000) and to Spain by 14 per cent (to 2,521,000). These two countries accounted for 46 per cent of all visits abroad (excluding to the Irish Republic). Other countries to show significant gains were Greece (up 25 per cent to 287,000 – but still 6 per cent and 22 per cent below the levels seen in 1972 and 1973 respectively), Yugoslavia (up 33 per cent to 216,000) and Scandinavian countries, including Denmark, (up 20 per cent to 340,000). The number of visits to Switzerland declined by 3 per cent (to 280,000) and those to Portugal by 27 per cent (to 118,000). In 1973 Portugal received 231,000 visits.

Energy trends: consumption still down but gas growth continues

Total inland energy consumption, on a primary fuel input basis, in the period November 1975–January 1976 was nearly 4.5 per cent lower than in the same months a year ago, according to *Energy Trends*, the Department of Energy's monthly statistical bulletin. Seasonally adjusted and temperature corrected, it was nearly 6 per cent lower.

Petroleum consumption dropped by nearly 15 per cent in the same period but the consumption of natural gas rose by 12.5 per cent.

Coal – power station burn still increasing

Inland coal consumption in the three months December 1975–February 1976 increased by nearly 5 per cent. This growth was entirely due to a 16.7 per cent increase in power station coal burn.

Total recorded stocks fell in February by over 500,000 tons, mainly at power stations, but undistributed stocks also showed a small fall for the first time since March last year.

During the three months ending in February, colliery manpower dropped by 2,300 compared with an excess of 850 recruits over wastage during the same period last year.

Gas – colder weather boosts demand

Total gas sent out during December 1975–February 1976 was 12.5 per cent higher than in the corresponding period a year ago. Much colder weather accounts for part of the growth.

Electricity – oil burn down 44 per cent

Oil used at power stations in the three months November 1975–January 1976 was 44 per cent lower than a year ago.

Total electricity supplied was 4 per cent lower than the same period in 1974-75.

Petroleum – crude imports down again

Net arrivals of imported crude oil in November 1975–January 1976 were 4.3 million tonnes lower than in the same period a year ago. Refinery output during the same period showed a decline of nearly 15 per cent in which nearly all products shared.

Total inland deliveries of products used for energy during the whole of 1975 were 10 per cent lower than in 1974. Deliveries to power stations fell by nearly 25 per cent and in the last quarter were down by nearly 40 per cent.

Refinery receipts of crude oil in November 1975–January 1976 included over 1 million tonnes of indigenous crude oil from the North Sea.

New format

Energy Trends is now published in a new format. From this month's edition (March) the bulletin will give figures on a rolling three-monthly basis and compare each three-month period with the corresponding period of the previous year.

The rolling figures give a more representative picture of energy patterns and should identify trends more clearly than monthly fluctuations which can be misleading. Figures for each month still appear within the three-monthly tables.

A supplement published with this month's issue of *Energy Trends* gives more detail of the changes.

Business Monitors

The following titles and issues of Business Monitors are now available:

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PQ 279.6	Surgical bandages, etc., for fourth quarter 1975
PQ 331	Agricultural machinery (except tractors) for third quarter 1975
PQ 334	Industrial engines for fourth quarter 1975
PQ 363	Telegraph and telephone apparatus and equipment for third quarter 1975
PQ 392	Cutlery, spoons, forks, tableware including safety razors and blades for fourth quarter 1975
PQ 399.3	Safes, locks, latches, keys and springs for fourth quarter 1975
PQ 399.10	Metallic closures for fourth quarter 1975
PQ 399.11	Metal finishing for fourth quarter 1975
PQ 433	Women's and girls' tailored outerwear for third quarter 1975
PQ 461	Refractory goods for fourth quarter 1975
PQ 474	Shop and office fittings for third quarter 1975
PQ 480	Packaging products for third quarter 1975
PQ 484.1	Packaging products for third quarter 1975
PQ 603	Water supply for fourth quarter 1975
PQ 1002	Manufacturing industries (total sales) for fourth quarter 1975

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Nov. 1975
Balance of payments:	
current account (M)	19 Mar. 1976
trends in invisible transactions	17 Oct. 1975
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	2 Apr. 1976
By regions	27 Feb. 1976
Catering trades turnover (M)	19 Mar. 1976
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	2 Apr. 1976
Companies:	
acquisitions and mergers (Q)	27 Feb. 1976
Liquidations *see* Insolvencies	6 Feb. 1976
liquidity (Q)	12 Mar. 1976
new registrations:	
Gt. Britain (M)	19 Mar. 1976
N. Ireland (M)	2 Apr. 1976
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	2 Apr. 1976
Energy trends (M)	This week
Engineering industries: sales and orders (M)	26 Mar. 1976
Film industry	
British Film Fund Agency returns (M)	12 Mar. 1976
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	10 Oct. 1975
household consumption (Q)	12 Mar. 1976
Footwear industry: production, orders and deliveries (M)	30 Jan. 1976
Foreign exchange: official reserves (M)	This week
Foreign trade: industrial countries' production and trade (Q)	9 Jan. 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	26 Mar. 1976
N. Ireland index	21 Nov. 1975
Wales	16 Jan. 1976
Insolvencies	6 Feb. 1967
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	9 Jan. 1976
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Man-made fibres:	
deliveries (Q)	13 Feb. 1976
production (M)	13 Feb. 1976
production: quarterly analysis (Q)	13 Feb. 1976
Metal working machine tools: sales and orders (M)	This week
Motor industry:	
car and commercial vehicle production (M)	26 Mar. 1976
estimated figures (M)	12 Mar. 1976
motor trade turnover (Q)	20 Feb. 1976
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Overseas trade of the UK:	
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analysis of trends (Q)	12 Mar. 1976
ten-year back run (A)	12 Mar. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	22 Aug. 1975
Regional development grants (Q)	12 Mar. 1976
Regional selective assistance (M)	27 Feb. 1976
Retail prices index (M)	26 Mar. 1976
Retail trades:	
sales (M)	This week
provisional figures (M)	19 Mar. 1976
sales, N. Ireland (M)	2 Apr. 1976
stocks (M)	19 Mar. 1976
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	26 Mar. 1976
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	2 Apr. 1976
manufacturers' stocks: monthly estimates (M)	2 Apr. 1976
retail (M)	19 Mar. 1976
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	16 Jan. 1976
carpet sales (M)	20 Feb. 1976
cotton industry production (M)	2 Apr. 1976
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made-up clothing: orders and deliveries (M)	12 Mar. 1976
wholesale houses' sales (M)	26 Mar. 1976
wool exports (Q)	27 Feb. 1976
wool output (M)	2 Apr. 1976
Tourism:	
foreign visitor arrivals (M)	19 Mar. 1976
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Wholesale prices:	
average prices of selected commodities (A)	This week
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	3 Oct. 1975
Customs notices of interest to exporters	26 Mar. 1976
ECGD local offices	19 Mar. 1976
Guide to Departments	19 Mar. 1976
Official Receivers' offices	19 Mar. 1976
Programme of trade promotions	16 Jan. 1976
Release dates of economic statistics	26 Mar. 1976

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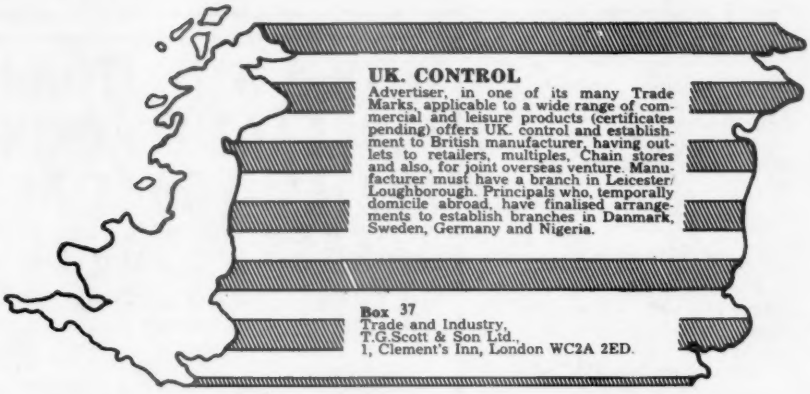
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Location: Scotch Corner Hotel, near Richmond, Yorks.

Auctioneers: Bartle and Son, 52 Merrion Street, Leeds LS2 8JH (tel. 0532 450898)

A small sale of approximately 350 lots of household furniture and effects which will be sold as single items or in small quantities.

22 April 1976 Furniture and office machinery

Location: RAF Thorney Island, Emsworth, Hants PO10 8DG

Auctioneers: Stride and Son, Southdown House, St. Johns Street, Chichester PO19 1XQ (tel. 0243 82626)

Household furniture which will be sold as single items or in small quantities and include dining suites, three piece suites, occasional, dining, card, side, etc., tables. Dining, bedroom, fireside and easy chairs. Writing bureaux, bookcases, dressing tables, chests of drawers, beds, etc. Duplicators, adding and other office machinery.

27 April 1976 Miscellaneous stores

Location: Central Ordnance Depot RAOC, Bicester, Oxon.

Auctioneers: Midland Marts (Dept. L), Market Square, Bicester, Oxon, OX6 7AL (tel. 08692 2073)

The lots on offer include clothing and textiles, battle dress blouses and trousers, Jersey raincoats, blankets, boots, etc. Furniture: chairs, tables, sideboards, beds, carpets, etc., Kitchen equipment. Vehicles: vans, mini buses, coaches, tankers, tractors, AEC Mammoth, fork lift trucks and trailer fire pumps. Machine tools. Canvas tentage. 1,700 wristwatches. Tyres, MT spares, tools, air compressors, sand blast room, Avometers.

Catalogues for the above sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

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,,	27TH	LOOSE FIBRE DYEING PLANT	STOCKPORT
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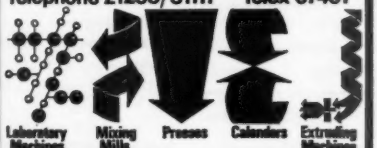

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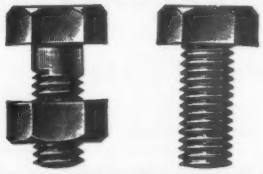

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Have you a good export picture

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439 1 Victoria Street, London SW1H 0ET.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

future features

Here, for the benefit of both readers and advertisers, is a list of major features planned for *Trade and Industry* for the remainder of 1976. All dates and titles are provisional.

1976		
April	16	The work of the Shirley Institute
	23	Teledata explained – Ceefax, Oracle and Viewdata
	30	BOTB Exhibitions Guide
		Britain at Houston Offshore '76
May	7	International Air Cargo
	14	Industrial Energy: Save it!
	21	**The South West: Special Report**
		Morocco and Tunisia
	28	**Rail technology and exports: Special Report**
June	4	**Sweden: Special Report**
		World Gas Conference
	11	**Wales: Special Report**
		Waste Management
	18	Tourism is everybody's business
	25	**France, the market on your doorstep: Special Report**
July	2	Agricultural Exports 1: Royal Show at Stoneleigh
		2: An export success story
	9	**The West Midlands: Special Report**
		Forty years of Government factory building
	16	Quarterly Guide to the Departments of Industry, Trade and Prices
		London World Trade Centre
	23	BOTB Exhibitions Guide
	30	Selling Sailing – the British boat industry at Cowes Week
September	10	**Farnborough: Special Report**
	17	The Wedgwood story
	24	The British hovercraft industry
October	1	Quarterly Guide to the Departments of Industry, Trade and Prices
	8	**The United States: Special Report**
	15	Automotive Safety
	22	**Merseyside: Special Report**
	28	BOTB Exhibitions Guide
November	5	Chemicals and pharmaceuticals
	12	**Germany: Special Report**
	26	The Channel Bridge: a guide to sea and air links with the continent
December	3	Offshore supplies

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